

THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

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No. 14.

CONFIRMS MEAT SCARCITY.

"I see no hope of beef getting much cheaper," said Secretary Wilson of the Department of Agriculture in Washington on Monday. Fresh from a vacation in the West, Mr. Wilson declared there was a much greater scarcity of cattle than he had realized. "The breeding grounds of stock cattle," said Mr. Wilson, "heretofore sent to the corn field to be finished by fattening on corn, cannot furnish much more of that class of cattle. Homesteaders have compelled the ranchmen to dispose of their cattle stock. But there is a supply of meat that people should become accustomed to eating—mutton. Mutton on the hoof is less than half the price of beef."

MICHIGAN OLEO LAW INVALID.

The Michigan Supreme Court, in a decision by Judge Stuart at Grand Rapids, has declared the recently-enacted State oleomargarine law unconstitutional, because it unlawfully restricts the rights of dealers to advertise an authorized and legitimate article of food. The first section of the law requires that in selling oleomargarine its ingredients must be plainly printed upon the package and clearly explained to the purchaser. Section 4 on the other hand prohibits the use of the words "creamery," "butter" or "cream" in advertising the oleomargarine. In the case at issue the dealers advertised that their oleo contained 50 per cent. of cream or creamery butter.

NO CIVIL SUIT AGAINST PACKERS.

It was reported from Washington this week that the Department of Justice has determined not to resume the civil suit which was dismissed a year ago in order to expedite the criminal proceedings against Chicago beef packers. While the civil suit was in progress the packers' attorneys represented to the Department of Justice that they desired to postpone the trial of the criminal cases until a decision had been reached in the civil suit. Attorney General Wickersham, believing these to be filibustering tactics, caused the civil suit to be dismissed and the criminal suit to be immediately prosecuted. Although it was then decided to reinstitute a civil suit, the Department of Justice has now abandoned that intention, owing to the failure of the criminal case and the voluntary dissolution of the National Packing Company.

Want a good position? Watch the "Wanted" page for the chances offered there.

READY FOR PACKERS' CONVENTION Plans Complete for the Big Meeting at Chicago

Everything is ready for the seventh annual convention of the American Meat Packers' Association at Chicago, on Monday, Tuesday and Wednesday, October 14, 15 and 16. The outlook is that it will be one of the best and most valuable meetings since the formation of this great organization.

It will be a practical meeting, and will combine utility with social enjoyment most effectively. The business programme will include the discussion of vitally important business topics, including the saving of profits in by-products, and the associate members will have exhibits and headquarters where members of the trade can see the latest in machinery, equipment and supplies, and where they can talk business and save time and money in doing it.

On the social side there will be the usual every-day-and-all-day gatherings, as well as the big annual vaudeville smoker, the famous banquet, and the third day's outing and luncheon. The smoker this year will be a novelty, as its title indicates—"Flank Steak Dinner." The committee warns that this is by no means a mere "beefsteak supper," but is to equal if not surpass the famous convention banquets of the past.

The headquarters and business sessions are to be at the new and palatial Hotel Sherman, while the banquet is in the famous banquet hall of the Congress Hotel on Michigan Boulevard. The official programme is as follows:

Programme of the Convention.

MONDAY, OCTOBER 14, 10 A. M.:

President's Address, by Benjamin W. Corkran, Jr.

Roll Call.

Reading of Minutes of Preceding Meeting.

Report of Executive Committee, by Gustav Bischoff, Sr., Chairman.

Report of Committee to Confer with Government Officials, by James S. Agar.

Report of Treasurer, by Charles E. Roth.

MONDAY, OCTOBER 14, 2 P. M.:

"The Interdependence of Live Stock and Packinghouse Industries," by T. W. Tomlinson, Secretary, American National Live Stock Association.

Address by John T. Russell, President, United Master Butchers of America.

"Cottonseed Oil and Its Relation to the Packinghouse Industry," by C. W. Ashcraft, President, Inter State Cotton Seed Crushers' Association.

"Insulation and the Application of Refrig-

eration in the Meat Industry," by H. C. Gardner (Brill & Gardner), Chicago.

MONDAY, OCTOBER 14, 8 P. M.:

Vaudeville entertainment and smoker, convention hall, Hotel Sherman.

TUESDAY, OCTOBER 15, 10 A. M.:

"Conservation of Waste, The Meat Packers' Early and Late Contributions to Real Conservation. The Lessons and Benefits to be Drawn," by C. H. McDowell (Armour & Company), Chicago.

"Inedible Greases and Oils," by A. A. Davidson (Davidson Commission Company), Chicago.

"Lard and Lard Substitutes," by Charles A. Sterne (Sterne & Son Co.), Chicago.

"The Handling of Hog Hair," by George E. Dyck (Agricultural Laboratory), Chicago.

TUESDAY, OCTOBER 15, 2 P. M.:

Report of Committee on Resolutions.

Report of Auditing Committee.

Report of Obituary Committee.

Report of Nominating Committee.

Election of Officers.

Election of Honorary Members.

Unfinished Business.

New Business.

Adjournment.

TUESDAY, OCTOBER 15, 7 P. M.:

"Flank Steak Dinner," Congress Hotel.

WEDNESDAY, OCTOBER 16:

Automobile ride.

Visit to Selig Polyscope Company plant.

Luncheon at Riverview Park.

Value of the Business Programme.

Concerning the convention programme Secretary McCarthy says in bulletins to the members:

The business programme outlined for our convention means dollars and cents to every packer and those of allied interests in the country. Every minute of the business session will mean the condensed thought of authorities on subjects that touch your business welfare. The discussions will amplify these.

Invitations have been accepted by the president of the Master Butchers of America, the president of the Inter-State Cotton Seed Crushers' Association, and the secretary of the American Live Stock Association to address our convention on subjects which are of vital, mutual importance to their industries and ours. These addresses in themselves will be a treat for everyone who hears them, and will have a distinct bearing upon the future welfare of packers' interests.

Other highly important papers will be added to the programme, and the business sessions will be a feast of business reason. Your committees are working hard to give you a programme which will very much more than pay for your time and attendance, and I again urge every member and every friend

of a member interested in packinghouse lines to be present.

Hotel room reservations are going on at a rapid rate, and those who have not reserved rooms are advised to write to the Hotel Sherman, Chicago, Illinois, at once, making such reservations for the convention as will be required.

News of the Smoker and Banquet.

The Entertainment Committee announces that there will be a vaudeville show and smoker in the Hotel Sherman on Monday night, October 14. This will be exclusively for our members, and will be an added opportunity for sociability and for making acquaintances in the trade. A very high-class bill will be offered, and refreshments will be served.

The Banquet Committee announces that the toastmaster for our banquet on Tuesday night will be Mr. Roe Fulkerson, of Washington, D. C., who made such a tremendous hit at our last dinner. He is unquestionably one of the best toastmasters in the country, and he certainly added to the literature of the English language as well as to the gaiety of nations by his control of our last dinner.

The principal speaker at the banquet will be Mr. Harry A. Wheeler, of Chicago, Ill., President of the Chamber of Commerce of the United States of America. The Chamber is composed of all the leading commercial and industrial organizations of the country, and its delegates are the presiding and execut-

tive officers of these associations. To be elected as the president of such an organization is in itself the highest honor that could be conferred upon a business man, but it is a further fact that Mr. Wheeler is one of the ablest speakers as well as one of the most interesting and entertaining that could be secured. Big as our association is and much as it represents, the acceptance of our invitation to speak before us is an honor conferred upon us by Mr. Wheeler.

Outing Plans for the Third Day.

On Wednesday morning, October 16, the committee will furnish automobiles for a ride of more than an hour around the new boulevards and other picturesque places in Chicago, winding up at the plant of the Selig Polyscope Company, the largest manufacturers of moving pictures in the world. This is an outdoor plant of more than half a mile square, equipped with all of the apparatus for making the so popular "movies," and our members will have the rare privilege of seeing a moving picture actually made and all of the machinery, apparatus, stage fittings, costumes and other essentials necessary to the production of the modern moving picture.

This will be followed by a luncheon at Riverview Park, one of the finest amusement resorts in Chicago, and this will be in keeping with all of the other entertainments offered at the convention.

that the poor can have meat only once a week, and don't you think we are much better off in this country notwithstanding all the talk about the exorbitant prices?"

VETERAN HOG BUYER RETIRES.

George L. Pratt, head hog buyer for Armour & Company at Chicago, who is said to have bought more hogs than any man in the world, retired on October 1 after 36 years of continuous service with the Armour concern. He was given an ovation at the Chicago Yards on the last day of his duties there, and presented with several valuable gifts from friends, business associates and rivals. He is succeeded by John F. Cooke, his chief assistant, as head hog buyer for Armour & Company.

Mr. Pratt is 68 years old. He was born in Troy, Vt., on March 17, 1844. He started in the livestock business in Albany, N. Y., where he bought and shipped hogs. He also "made" East Buffalo, where he purchased swine for the New York and Boston markets. He went to Chicago in 1869 and shipped hogs back to places where he had formerly done business, until he started with Armour & Company in 1876.

VIOLATED MEAT INSPECTION LAW.

Five Orange County (N. Y.) farmers were fined this week in the criminal branch of the United States District Court in New York City, charged with shipping immature veal by interstate channels in violation of the meat inspection act. All five men pleaded guilty and were let off by Judge Mayer with fines. John Somers of Montgomery and John F. Horton, of Campbell Hall, were each fined \$10; Robert Siegler was let off with \$15, while Joe Smith, of Johnson Township, and E. W. Wilkins, who was held on four indictments, escaped with a \$20 fine each.

Anton Seifert, a peddler of 305 East 69th street, was fined \$5 on pleading guilty to having taken three boxes of sausages and pork products to Garfield, N. J. The products had been manufactured in a dirty cellar at First avenue and 73d street, and had not been inspected and passed by the Federal government inspectors, as required for interstate commerce.

MEAT INSPECTION CHANGES.

Recent changes in meat inspection under federal supervision are reported as follows:

Meat inspection inaugurated: John Morrell & Company, 418 New Market street, Philadelphia, Pa.; the Los Angeles Packing Company, 808 Stephenson avenue, Los Angeles, Cal.; Columbia Conserve Company, Lebanon, Ind.; the Misses Gregory, 30½ Lafayette street, Newark, N. J.

Meat inspection discontinued: Swift & Company, 309-313 Anderson street, Pittsburgh, Pa.; Hammond Beef & Provision Company, 322 Commercial street, Portland, Me.; Freund Packing & Manufacturing Company, South St. Joseph, Mo.; New Louisville Packing Company, 1202 Story Avenue, Louisville, Ky.; New England Sausage Manufacturing Company, 134 Cedar street, Providence, R. I.; The Southern Cotton Oil Company, Gretna, La.; Pennsylvania Provision Company, 125 Schiller street, Reading, Pa.; Chas. H. Braun & Sons, Mount Winans, Md.; M. G. McGee, 716 North Clark street, Chicago, Ill.

*Conducts slaughtering.

MEAT PRICES ARE HIGHER ABROAD THAN HERE

Results of a Butcher's Investigation of European Markets

The newspapers are full of sensational talk these days about the high prices of meat here, and how much cheaper meat is abroad. It is interesting to note an interview in one of these newspapers, the New York Sun, with Emil Joseph, a Washington Market butcher, who has just returned from a summer spent in touring Europe.

Mr. Joseph found that meats were much higher abroad than at home, and he gives detailed figures to prove his statement. He believes the American consumer would make less complaint were he to consider the condition of his less fortunate European brother. He said:

"Wherever I went I found that beef was scarce and much higher than in this country. In some countries it is so expensive that poor people can afford to eat it only once a week.

"While in Vienna I dropped into a market that had been handed down from father to son in a straight line for 400 years. It was kept by Ferdinand Zinsler, whose uncle had a shop next door which supplies meat to royal families. I had a long and interesting talk with Zinsler and was surprised greatly to learn from him how much higher prices are in Vienna than here in New York.

"For instance, the wholesale price for dressed calves there is 21 cents a pound, while here it is about 16 cents. Sheep with heads on cost 16 cents, while the price to the retailer here is 8 cents. The cheapest meat I found in Vienna was lamb, whole lambs being bought for \$1 apiece; the wholesale price in this country is 12 cents a pound, or about \$6 each.

High Retail Beef Prices.

"The retail prices of beef would jar you. Rump or round steak in Vienna costs the housewife 38 cents a pound, bones and all, as against 26 cents here. Porterhouse roast with or without fillet brings 56 cents there and 30 cents here; quite a difference, as you'll observe. Prime rib roast is 42 cents

a pound and here it is 26 cents. Chuck roast beef there is 33 cents and our customers never have to pay more than 16 cents.

"Now take the Paris prices. The wholesale price of beef is from 16 to 18 cents a pound. Round steak in Paris costs 28 cents a pound; top chuck is 24 cents. The best cut of plates for boiled beef or soup meat is retailed at 22 cents a pound, while in this country the price ought to be around 14 and 16 cents. They get 32 cents a pound for legs of mutton, and to-morrow you can buy the best there is in this market for 12½ cents retail.

"Other prices are accordingly high. For instance, they will charge you 7 cents for a lamb kidney. We get 2 and 3 cents. Calves' brains are 32 cents a pair and here they are 10 and 12 cents. Mutton brains are worth 14 cents there and only 5 cents in New York. Beef brains are quoted at 26 cents in Paris and 10 cents in Washington Market. A calf's heart is considered a great delicacy, and you have to pay 32 cents for it, which is considerably in excess of 8 and 10 cents that the American housewife shells out for it.

High Pork Prices in France.

"Pork is very high in France, chops bringing 35 cents a pound in all first-class shops; the average New York price is 22 cents. Fresh hams bring 24 cents, as against 18 cents here.

"I found that the prices in Germany were about the same as in France, and all along the line it was a case of very little meat for the poor folks.

"One day I dropped into a big beer garden in Munich. There were hundreds of men and women sitting at tables drinking great steins of Muenchner beer and eating radishes and bread. The beer cost only four cents and the steins contained nearly a quart. Owing to the poverty of the people and the high cost of living many were compelled to get their daily meals at these beer gardens.

"In some of the German cities breast of mutton, which poor people in this country won't look at at 6 and 8 cents a pound, costs 22 cents a pound. Is it any wonder

MOTOR TRUCKS IN MANUFACTURING TRADES

Interesting Facts About Their Use and Cost of Operation

Practical results of the most interesting nature are being obtained in the use of motor trucks in a great many lines of manufacture. The three-ton trucks of one large motor truck company alone are used by manufacturers in sixty-six distinct lines of business. Brewers bought sixty-three machines, furniture makers seventeen, grocers seventeen, meat packers twenty-one, hardware makers and jobbers ten, lumber manufacturers nine, millers nine, builders' supplies makers eight, machinery manufacturers seven, oil manufacturers nine, ice manufacturers or harvesters eight, roofing material makers seven, creameries six, and steam, gas and water supply companies six.

Other manufacturing trades represented by from one to five trucks of this one make are: Baking, box and can, building, camera, cable, canning, cash register, cement, clay, coal and coke, cooperage, copper, drug, distilling electric machinery, breakfast food, casket, glass, heating appliance, linoleum, automobile, newspaper, piano, printing, rubber goods, rug and carpet, safe, sheet metal, silk, sash and door, sewing machine, soap, soda fountain supplies, steel and iron, stone quarrying, stove, phonograph, tanning, textile, tobacco, varnish and paint, wall paper and woodenware.

When such diversified and extensive use is made of the power trucks of a single company, and all of one load capacity, it is plain that companies somewhere in the United States in almost every line of manufacture have adopted such vehicles to facilitate their shipping.

It is estimated by those who have made a close study of the motor truck business during the last six years that there are approximately 20,000 motor trucks and delivery machines now in service, of which a very large proportion—probably 50 per cent.—are trucks of from two to seven tons capacity. There are by careful count 130 active builders of motor trucks, delivery wagons and other forms of industrial motor vehicles in America, and of this number thirty-six are manufacturing gasoline trucks of from three tons capacity up, ten build electric trucks of one-ton capacity or more and the rest make trucks of from one to two-and-a-half tons.

Number of Motor Trucks in Service.

Assuming that the average value of motor trucks ranging from 2,000 to 14,000 pounds capacity is approximately \$3,000, which is a conservative estimate, the 10,000 such machines in service represent an investment of about \$30,000,000 in power vehicles alone.

Leading pleasure car manufacturers with established reputations have for several years been testing thoroughly in actual service motor trucks of their own design, until they are absolutely sure of the ability of the machines to perform satisfactorily the work for which they were designed. These models are now on the market, together with other machines that are the product of factories established for the exclusive manufacture of industrial motor vehicles, some of which have been in existence ten years or longer.

Such is the foundation upon which is erected the motor truck industry, an indus-

try that is as old as the pleasure car business and is firmly established. During all this period the actual use of machines in a great variety of trades resulted in constant improvement in design, manufacturing methods and quality of materials used until the motor trucks of today are greatly superior in serviceability, economy and durability to their predecessors.

It would be possible to pick examples of work for self-propelled trucks in almost every line of manufacture in which road haulage is required. It will suffice, however, to give some general information applicable to many different trades. Practically all builders of these machines, whether gasoline or electrically driven, build the running gear, power plant and driving mechanism as an independent operative unit called a chassis.

Any desired style of body for any special line of work can be built to fit this chassis, to adapt it to the peculiar needs of the buyer. By this method a single model of chassis can be applied to a most varied line of work, thereby eliminating the cost of special construction except in body work. Many forms of bodies have been designed to facilitate the rapid loading and unloading, with the object of keeping the machine actually running as many hours in the day as possible, on the same principle that every factory manager keeps his machinery constantly in operation to increase the earning capacity of the investment.

The market affords power trucks of every capacity, from one ton to ten tons, with speed limits of from five miles to fifteen miles an hour, loaded. There is every possible choice for the purchaser in the matter of power, type of engine or battery, form of transmission and final drive, in tire and other equipment and in price.

Almost any motor truck can do the work of three or more wagons and the necessary teams to haul them, and there are many services in which they are proved by records to be doing several times this proportionate amount of work, with all the saving that this represents.

Average Cost of Operating Motor Trucks.

Very carefully compiled figures show that ten three-ton gasoline trucks, all covering forty miles a day and operating 300 days a year, can be maintained and operated at an average daily cost per machine of \$9.75. The items contributing to this average are as follows:

Fixed charges per year on one truck:	
Interest at 6 per cent. on \$3,000, cost price	\$180
Depreciation, at 20 per cent.	600
Insurance, at 1/2 per cent.	15
Storage, 200 sq. ft. at 50c.	100
	<hr/> \$895
Add 20 per cent. for two spare machines	179
	<hr/> \$1,074

Dividing by 300, the number of working days in the year, this gives \$3.58 per day.

Running expenses per day for ten trucks:	
Wages of ten drivers at \$2.50 for ten hours	\$25.00

Wages of repairman, helper and washer	7.00
Gasoline, 80 gallons at 12 cents.	9.60
Lubricants, at 1 cent per mile.	4.00
Maintenance, at 10 per cent. a year.	10.00
Superintendence	3.20
Incidentals—light, heat, tools, waste, etc.	2.87
	<hr/> \$61.67

Average running expense per truck.... 6.17

Fixed charges per truck per day..... 3.58

Total maintenance and operating cost \$9.75

Calculated in the same way, it is shown that a service of ten five-ton trucks can be operated at an average daily cost per vehicle of \$11.48.

Such figures can only be taken as a fair guide to the probable cost of an installation. They are, if anything, rather high, in the light of results obtained by some users, but conditions of work, usage and care vary so much with different installations that no figures can be made to apply to all.

A most carefully compiled estimate, based on known costs, for an installation of forty-four electric trucks in the meat packing trade, made by the leading manufacturers of such vehicles, gave the following as the average daily total cost per vehicle: Five-ton truck, \$10.35; three and one-half-ton truck, \$8.76; two ton, \$7.73; 2,500-pound, \$7.07.

This estimate, however, was based on the assumption that the entire transportation equipment would be converted from horses to motor trucks, with the resulting greater proportionate economy of maintenance and operation. On the complete installation it was shown that an annual saving of \$23,569 could be effected, representing a 17 1/2 per cent. in transportation expense. The required additional investment of \$88,579, after disposing of the horses and wagons, could be refunded in 3 3/4 years, after which period the annual saving would amount to 26 per cent.

(To be continued.)

PACKER RUPP PASSES AWAY.

George Rupp, head of the pork packing firm of George Rupp & Co., of Hamilton, Ohio, died at his home there this week after a lingering illness of about a year's duration. Mr. Rupp was 60 years of age, and one of the best-known pork packers in the Middle West. He was known in the trade as "one of Nature's gentlemen," and his death will be deeply regretted. He succeeded his father in business about 25 years ago, and leaves two sons who will continue his work in the same field.

COLD STORAGE DATE AND WEIGHT.

An ordinance has been introduced in the Cincinnati (Ohio) council to regulate cold storage of food products, by which the date of storage and release must be stated on all packages. Cartons must also bear the exact weight of the contents as well as the storage date.

VALUABLE TRADE INFORMATION.

Valuable trade information may be found every week on the "Practical Points for the Trade" page. Do you make it a habit to study this page?

PRACTICAL POINTS FOR THE TRADE

[EDITOR'S NOTE.—Nothing but actual, bona fide inquiries are answered on this page of "Practical Points for the Trade." The National Provisioner uses no "made-up" queries, with answers taken out of old, out-of-date books. The effort is made to take up and investigate each question as it comes in, and to answer it as thoroughly as time and space will permit, with a view to the special need of that particular inquirer. It must be remembered that the answering of these questions takes time, and that the space is necessarily limited, and inquirers must not grow impatient if the publication of answers is delayed somewhat. It should also be remembered that packing-house practice is constantly changing and improving, and that experts seldom agree, so that there is always room for honest difference of opinion. Readers are invited to criticize what appears here, as well as to ask questions.]

BRINE AND CELLAR TEMPERATURES.

A curer asks this question:

Editor The National Provisioner:

What is the difference between the temperature of the atmosphere of a cooling cellar and the temperature of the brine in the hogshedd or vats in the same cellar?

It is desirable to have both at about 38 degs. Fahr. to obtain the best results. There may be a slight difference between the atmosphere and the pickle, the pickle being perhaps a trifle lower, providing a steady temperature is maintained. As the pickle storage vats are usually kept in the curing cellar, the pickle is ordinarily about the same temperature as the cellar. Some curers claim 34 degs. to 36 degs. Fahr. the proper temperature for both pickle and cellar. You might take a thermometer and make some investigations of your own.

PORK SAUSAGE AND COOKED MEAT.

A New England meat specialty manufacturer writes:

Editor The National Provisioner:

Kindly give me a recipe for a strictly first-class pork sausage. I have tried pork sausage in several first-class New York City hotels, and they seemed as near perfection as any I have ever tasted. They were called "up county" or "up country" sausages.

Also please give me the best combination of seasoning for a cooked meat product similar to canned corned beef, head cheese or brawn, giving pounds and ounces to each 100 pounds.

To make a strictly first-class pork sausage, take 100 lbs. selected pork trimmings. Chop medium fine for canvas or three links per pound; coarser for cartons, and fine for small links.

When chopped add the following spices to meats in mixer: 2 pounds of fine salt, half ounce of red pepper, $\frac{3}{4}$ ounce of mace; half ounce of ginger, 2 ounces of rubbed sage, half ounce thyme, 4 ounces white pepper, 6 ounces white sugar, and thoroughly amalgamate.

No water, cereals or preservatives should be used. Use fresh meats and freshly ground spices. Place the sausage in a suitable cooler as soon as made, and keep there until shipped. There are numerous pork sausage recipes suited to the varying tastes of different localities.

Regarding the cooked meat recipe, all the seasoning necessary to canned corned beef is the pickle, about 80 degrees strength, in which the beef is cured. In canning fresh meats use in a six-pound can about 3 ounces of a saturated solution of salt, saltpeter and sugar. Of the latter two ingredients use about a quarter of a pound of granulated sugar and a scant ounce and a half of saltpeter per gallon of full strength pickle.

Meats for brawn or head cheese are also cured for canning in an 80 degree pickle. Additional seasoning sufficient is 12 ounces of black pepper per 100 pounds, added as the meats are ground and mixed.

INSPECTION BRANDS TO BE PLAIN.

Concerning the branding of meats and products with the government inspection stamp by means of "house brands" the federal authorities say in a notice to inspectors:

In some cases the inspection legend applied by house brands is quite illegible. This appears to be due either to careless branding or to the letters on brands being placed too close together or not being sufficiently large or sharp to make a clear impression.

This matter should be given careful attention, and all brands with which it is not practicable to make a clear and legible impression should be discarded. In some cases the trade name of the product is so large as to leave insufficient space for the inspection legend. The names on such brands should be so reduced in size as to permit the inspection legend to appear in letters large enough to insure a clear and legible impression. Employees will also insist that greater care be exercised in applying brands, and see that the meats are dried sufficiently to insure against the spreading of the ink.

LABELS ON MEAT PRODUCTS.

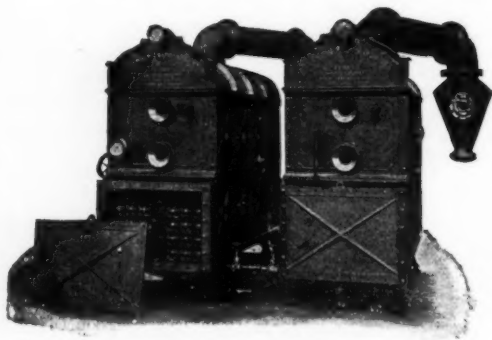
The federal meat inspection regulations are very strict upon the subject of labels on meat products, that they shall indicate the ingredients of the product. In order that the inspection authorities may know these ingredients, even when the wording of the label would not indicate them, the following notice to inspectors has been issued:

Hereafter before submitting for approval labels, cartons, etc., for prepared meat or meat food product a list of all the ingredients and the percentage of each should be written on the back of each label, carton, etc. The information thus obtained is for the purpose of enabling the Washington office to handle the matter intelligently and expeditiously.

With reference to labels, stencils, etc., in a foreign language, the bureau must insist that the names of added substances shall also appear in the foreign language as well as in English.

NEW STREETT & CORKRAN MARKET.

Streett & Corkran, pork and beef packers at Baltimore, this week opened their new city market at Nos. 221-227 South Howard street. The new market is a model of modern design and equipment, and takes the place of two former branch houses of the company, giving better service and more central location. There was a big attendance of the Baltimore trade at the opening, and manager H. L. Piel, Jr., had his hands full attending to the guests and customers.



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Correspondence on all subjects of practical interest to our readers is cordially invited.

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THE MEAT PRICE SITUATION

The favorite topic of newspaper agitation today, even in the midst of a presidential campaign, is the high price of meat in the United States. Newspapers of a certain political complexion couple with this a denunciation of American packers for selling our beef cheaper abroad than at home.

The National Provisioner has already exposed the ridiculous falsity of this latter assertion. It has pointed out the official statistics showing that practically no United States beef is now exported to Europe, and it has shown that what these newspapers have been quoting as "American" beef is South American meat, and not from the United States at all.

Furthermore, and pertinent at this time, it may be added that this South American beef is of a quality which is now a drug on the market in this country, and which would

have no effect on the price of good beef were it to be brought here. The trade knows that there is plenty of a common grade of beef now on our own market, but that consumers refuse it, and that its presence in the coolers does not help out the situation. These are facts which the sensationalists may verify if they choose.

But the trade has been accused of selling its meat abroad cheaper than at home, and European consumers have been pointed out as blessed because relieved of the "tyranny of the beef trust." Let us see. A butcher in New York's Washington Market got back recently from a summer spent in observing meat conditions abroad. "Wherever I went," he says, "I found that beef was scarce and much higher than in this country. In some countries it is so expensive that poor people can afford to eat it only once a week."

The detailed figures which he gives and the conditions he discovered may be learned from his interview published on another page of this issue of The National Provisioner. It is interesting to note his statement that men and women in Munich seemed to be living on bread, radishes and beer at public beer gardens. Even breast of mutton, refused by American consumers at 6 cents per pound, costs 22 cents there.

But, say the agitators, that's because Germany has a meat tariff. Let's see once more. Cable advices inform us that because of the beef scarcity the tariff was taken off of Danish cattle, so that they might be admitted free into Germany. What was the result? Cheaper beef? Not on your life. Danish cattle went up in price at once, and the importations had to be abandoned.

But, say the agitators again, look how happy free trade England is with plenty and cheap beef. Is it? British government statistics show that for the first eight months of 1912 the importation of cattle amounted to 45,825 head, compared to 147,083 head for the same period of 1911, 130,891 in 1910, 201,466 in 1909, 247,550 in 1908, and so on back to 1906, when 373,383 head were imported in that period. And along with these figures showing scarcity comes the recent resolution of the National Meat Trades Federation of Great Britain urging upon the British government immediate action because of "grave danger of a beef famine!"

Can it be, after all, that conditions of supply and demand have something to do with this beef question, and that the scarcity is almost world-wide?

CONTRABAND MEAT

A New York city policeman was charged recently with the theft of a dressed hog carcass from the wagon of a local packer and its sale to a retail butcher for a sum

considerably less than half its market value.

Our concern is not with the honesty or intelligence of the policeman. His superiors and the courts can take care of that. What we would like to know is the motive that actuated the butcher in buying the hog. He must have known that the man who offered it to him had not come by it honestly. Yet he took it.

Unfortunately, this is not the only case of its kind. A man died recently in New York City who had been convicted of the larceny of fresh meats from city institutions. The meats were found in his possession, hidden in barrels supposed to contain meat scraps, of which he was a collector. Twenty years ago he was known to offer fresh meats to retail butchers of his acquaintance at prices away under the market. He died wealthy. The inference is not complimentary to many of the retailers with whom he must have done business.

Do such methods pay in the end? The butcher who buys contraband meat may make a few dollars now and then by this means. But in the end something will happen to "show him up," and then how does he stand with his customers and the world at large? Not only is his moral reputation damaged, but he suffers material loss, not to mention the danger of acquaintance with the interior of a jail.

CREDIT INFORMATION

Your customer's credit is your business. Your creditors are interested in your credits, and still retailers generally feel that it is their own business to whom they extend credit, and it is. It seems to also be the business of those from whom they buy on credit, in a way.

We should always remember that when we do a credit business we must collect if we are to be able to pay. If we cannot collect we are unable to keep our promises to those from whom we have purchased, and so our creditors have every right to know what kind of credit we are extending. If we sell to people who can only pay once or twice a year, they have a right to know it. If we are limiting our credit to thirty days, as we should, they ought to have the right to know it, as it enables them to better figure on what we can do to their bills.

But while our creditors have a right to this information, they have no right to a list of our customers, together with our opinion of them. This is a kind of information we should keep strictly to ourselves, unless we have arranged with other retailers to exchange this class of information for mutual protection. It costs a good deal in experience to gain this kind of information, and it should remain our own private property.

TRADE GLEANINGS

H. U. Rose has opened a tanning establishment at Kissimmee, Fla.

The Mobile Reduction Works at Mobile, Ala., has been destroyed by fire.

The Consumers' Cotton Oil Company's gin near Altheimer, Ark., has been destroyed by fire.

Pearsall & Company's fertilizer plant at Wilmington, N. C., has been destroyed by fire.

It is reported that Armour & Company will establish a branch house at Brenham, Tex.

Swift & Company's branch cooler at Montgomery, Ala., has suffered a fire loss of \$35,000.

George Rupp, head of the Rupp Packing Company at Hamilton, Ohio, died at his home last week.

The plant of the Kelso Packing Company at Kelso, Wash., has been sold to a party of Tacoma capitalists.

The Southern Cotton Oil Company has taken over the plant of the Donald Gin Company at Donald, S. C.

The fertilizer plant of Darling & Co. at the Union Stock Yards, Chicago, Ill., has been damaged by fire.

The Imperial Soap Company, Oklahoma City, Okla., will increase its capital stock to \$50,000 and erect a plant.

The Quitman Oil Mill, Quitman, Ga., has

awarded contract for the erection of a cottonseed oil mill 100 x 250 feet.

The city of Jackson, Miss., has voted a \$35,000 bond issue to erect a public abattoir. A. C. Crowder is Mayor.

The Stevens Oil and Grease Company, Ohio, will establish a plant at Kansas City, Mo., to manufacture grease, oil and soap.

The Morris Packing Company has filed a certificate of organization under the laws of Maine with Portland as its principal office.

The Crescent City Stock Yards and Slaughtering Company, New Orleans, La., will erect a meat cannery to its plant at Stock Landing.

The Washington Refining Company, Washington, D. C., has been incorporated with a capital stock of \$500,000. J. C. Cooper is president.

R. L., Sr., R. L., Jr., and J. H. Christopher have incorporated Christopher's Improved Cottonseed Company of La Grange, Ga., with a capital stock of \$2,500.

The Crawford Guano and Oil Company, Crawford, Ga., has been incorporated by J. A. Roland, E. P. Burt and O. N. Epps. The capital stock is \$55,000.

The firms of Metz Brothers, Mankato, and W. F. Metz, Concordia, Kan., have been consolidated and incorporated under the name of the Metz Packing Company with a capital stock of \$50,000.

The Grease Extracting Company of Johnstown, N. Y., has been incorporated with a capital stock of \$12,000 to extract greases from skins, leather, etc. The incorporators are A. R. White, of Gloversville; S. W. Fear and Thomas Burke, of Johnstown.

ONE CAUSE OF MEAT SHORTAGE.

The shortage of beef cattle in this country is more largely due to the slaughter of calves than to any other single cause. The direct cause of this slaughter is twofold—the high price of butter and the high price of feed.

It is unprofitable to allow a calf to eat the valuable fluid that is producing 30 cents to 40 cents per pound butter. A cow that is feeding her young "goes dry" quicker. She also does not become so free a milcher if attending more to growing her young than

when she is being used for the dairy. It is more profitable to kill the calf for veal and use the mother for milk. The younger the calf is killed the greater profit-earner is the mother for the dairy.

The tendency to this too early slaughter of calves caused the enactment of the various "bog-veal" laws of the several States. Veal is poor food at best and a great digestion wrecker. Two and three weeks' old veal is a queer mixture of milk and infantile juices—little beef blood is there.

Veal is really unfit for human food. Baby beef is also unfit. The government should, for the sake of the hard-worked digestion of man, prohibit the killing of calves or any bovine meat under two years of age, for human food. Incidentally, such a precaution would stop the slaughter of over 6,000,000 calves yearly and the growing of that many more cattle to the two-year age limit, at least.

Even two-year-old beef is, in a sense, baby beef. Such beefs would weigh about 500 dressed, while the calf only weighs about 90 pounds dressed on the average. It would mean an increase of 2,520,000,000 pounds more of beef per year, or about one-third of the entire amount of beef consumed in the United States yearly, and that, too, after deducting the amount of veal now used.

Though about 6,000,000 calves are slaughtered annually for food, only about 600,000 of those are slaughtered in Chicago. More calves are killed in New York City than in Chicago, Kansas City and Omaha put together. The farmers themselves kill over 3,500,000 of the calves slaughtered for veal. It's great slaughter of the bovine infants.

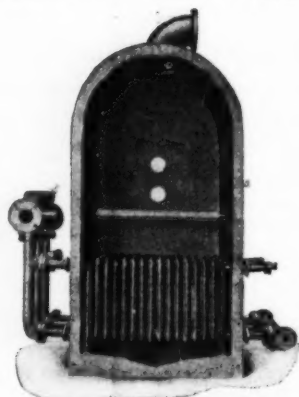
Of course any action would not entirely prevent the slaughter of calves. If it saved 4,000,000 of them and only half of those grew to beefhood and the other half went to the range for propagation purposes the short period of five years would find 10,000,000 more increase, while the food market would be getting in less than three years an accretion of at least 1,200,000,000 pounds of beef more than the present beef herds of the United States can yield.—The Caterer.

OLEO OIL AND NEUTRAL LARD.

(Special Report to The National Provisioner.)

New York, October 3.—Business in provisions during the week under review has been very active, and values have constantly advanced, especially so for near-by goods. Hog arrivals continue to be disappointingly small, and it is confidently predicted that we will have a shortage of over a million head during the balance of this year. This will certainly tend towards higher values. As regards oleo oil, business has been quiet this week, mainly on account of the small production here and the small offerings. Values are steadily advancing and are now at the highest point we have seen them in a long time. In cotton oil Europe has manifested but very little interest, as they look for lower prices. However, with the shortage in animal fats all over the world, there seems to be but little chance of much, if any, lower values for a long time to come.

Save Your Tank Water



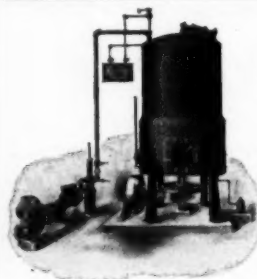
The Ideal Tank Water Evaporator

Built entirely of cast iron. All steam inlet and outlet connections are on the outside and accessible at all times. The most economical evaporator in the world. Guaranteed for a period of FIVE YEARS WITHOUT THE SPENDING OF ONE CENT FOR REPAIRS.

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PACKERS who buy our SPECIAL HAM PAPER for smoked meat wrapping and Lard Liners, get the GREATEST VALUE the market offers.

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FOR PURCHASING DEPARTMENTS

BUTCHER SHOP REFRIGERATION.

The "Made-in-St. Louis" Show held in St. Louis recently was of goods manufactured in that city. There were many novel exhibits, but the one that attracted the most attention is illustrated here. This exhibit was of a two-ton compressor cooling a butcher's refrigerator, a refrigerator display case and a grocer's roll-top refrigerator. During the exhibit the refrigerators were filled with meats, etc., which added very much to the attractiveness of the display. The exhibit was that of The Brecht Com-

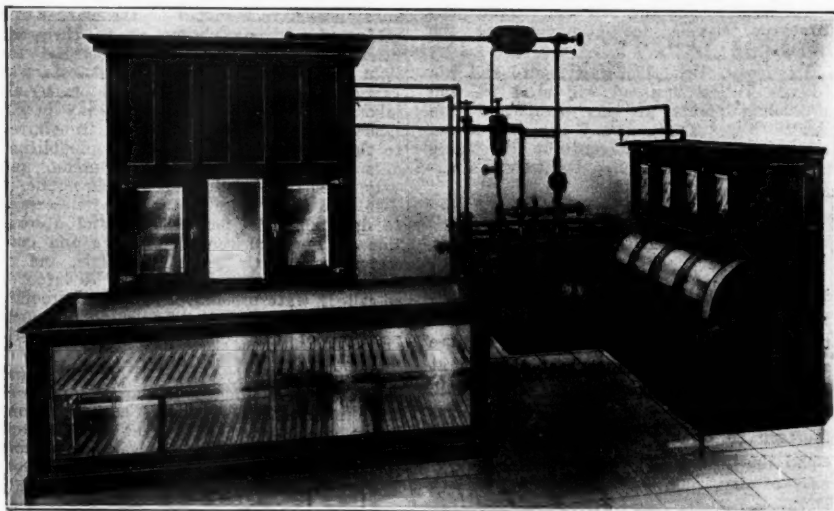
One of the special features about the valve principle of The Brecht compressor is the large diameter and light construction of the suction valve, which always insures a full cylinder volume and enables the machine to do 20 per cent. more work than if constructed with an ordinary flat cylinder head and correspondingly small suction valve. The head is made of heavy semi-steel and contains the suction and discharge valves which are easily removed without taking the machine apart.

Marketmen in general are said to be rap-

"BOSS" MACHINES IN THE SOUTH.

The Democrat, a daily paper of Nashville, Tenn., in its issue of September 14 had a long article about the new \$25,000 addition to Jacobs Bros.' packinghouse. It stated that the three brothers, Wm. F., Otto C. and Geo. S., are the sole owners of the new venture, which is a continuation of the business started by their father forty-five years ago.

All Nashville was invited to attend the opening of this strictly sanitary plant, equipped with latest and most modern machinery. Jacobs Bros., having grown up in the meat business, are experts in their line; their fine meats and sausages are sold all over the South. Much interest was taken by the visitors in the sausage department which has a capacity of 20,000 pounds daily. The equipment was furnished by The Cincinnati Butchers' Supply Company, and consists of a large "Boss" electric meat cutter, large "Boss" electric meat mixer, "Boss" electric Enterprise cutter, "Boss" pneumatic stuffer and "Boss" smokehouse equipment.



BRECHT REFRIGERATING EQUIPMENT FOR A BUTCHER SHOP.

pany of St. Louis, New York, Denver and San Francisco; manufacturers of general market equipment, refrigerating machinery, etc., and attracted unusual attention.

Mechanical refrigeration is rapidly superseding ice for refrigeration, owing to the fact that it is more economical and sanitary. The Brecht Company makes a specialty of building ice machines from one to twenty tons' capacity for mechanically cooling butchers' and grocers' refrigerators, cold storage rooms, etc. The Brecht ammonia compressors (this is one of the most important parts of a refrigerating plant) are being operated in all parts of the country under various climatic conditions with universal satisfaction.

idly installing the Brecht enclosed brine circulating system for mechanical refrigeration. Those who are interested in reducing their ice bills and learning in detail of the many benefits to be derived by installing the Brecht enclosed brine circulating system for mechanical refrigeration will find it to their interest to communicate with the main offices of the Brecht Company in St. Louis, Mo., or any of their branches in New York, Denver and San Francisco.

TO GET A GOOD JOB.

Some of the best men in the business have obtained their present positions through a little "Wanted" advertisement on page 48 of The National Provisioner.

PUT IN ICE-HANDLING MACHINERY.

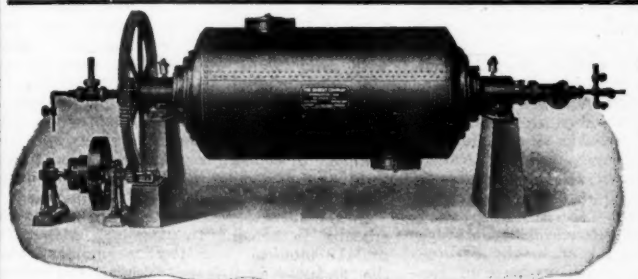
The Curtis Milk Company of Curtis, Neb., have installed at their ice plants at Curtis and Maywood a complete equipment of ice-handling machinery. The order was placed with Gifford-Wood Company, Chicago.

A single-chain elevator for handling manufactured ice has been installed by Inksetter-Myers Company at their plant at Hamilton, Ont. Gifford-Wood Company, Hudson, N. Y., supplied the machinery.

Sheffield Farms-Slawson-Decker Company of New York City have installed at their plant at Canton, Pa., a perpendicular elevator and an automatic lowering machine for handling natural ice. The equipment was supplied by Gifford-Wood Company and shipped from their plant at Hudson, N. Y.

The People's Ice & Cold Storage Company of Omaha, Neb., are completing improvements of their icing plants at Omaha and Council Bluffs, Iowa. The changes include the installation of incline elevators and platform conveyors, which are the very latest types of icing station machinery. The specifications called for Gifford-Wood Company machinery, and the contract was placed with the Chicago headquarters of this company.

NO AGITATING ARMS. NO WEAR ON THE INNER SHELL



The Brecht Rotary Vacuum Dryer.

EQUIPPED WITH SPECIAL STICK FEED
ABSOLUTELY ODORLESS

THE BRECHT ROTARY VACUUM DRYER

FOR BLOOD, TANKAGE AND BONES

HAS NO EQUAL FOR ECONOMY IN OPERATING AND MAINTENANCE.
PRODUCES DRY TANKAGE AT ONE-HALF THE COST OF ANY OTHER STEAM DRYER MANUFACTURED.

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**TANKHOUSE, BY-PRODUCTS
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ICE AND REFRIGERATION

NEW CORPORATIONS.

Tyler, Tex.—The Smith County Co-operative Association has been organized with a capital stock of \$5,000. T. J. Bell is president.

Jacksonville, Fla.—The Forsyth Company has been incorporated with a capital stock of \$15,000 to manufacture ice cream. P. T. Kontos is president.

ICE NOTES.

Okolona, Miss.—The Okolona ice plant has been destroyed by fire.

Auburndale, Fla.—This city contemplates the erection of an ice plant.

Miami, Fla.—A cold storage plant will be erected here by the Van Steamship Company.

Columbia, Mo.—The old Nifong ice plant has been sold at public auction to A. J. Estes.

Baltimore, Md.—Armour & Company will erect a cold storage plant at 306 South Entaw street.

Pine Bluff, Ark.—The Bahlan Produce Company will receive bids for the erection of a cold storage plant.

Greenwood, S. C.—A \$3,000 cold storage plant will be erected by the Greenwood Ice and Coal Company.

Denison, Tex.—The Diamond Ice Company will erect a building to be equipped as a 30-ton ice plant.

Johnson City, Tenn.—It is rumored that a \$100,000 cold storage plant is to be erected here by Eastern capitalists.

Philadelphia, Pa.—The Industrial Cold Storage and Warehousing Company is making alterations to its plant.

Watsonville, Calif.—The new cold storage plant just erected here at a cost of \$225,000 has been opened for business.

Wichita Falls, Tex.—The People's Ice Company has plans for the erection of an ice plant 120 x 150 feet to cost \$20,000.

Elm Grove, W. Va.—D. S. Gibson has purchased the ice cream plant at this place, and will remodel and install new machinery.

West Point, Va.—The York River Ice and Fuel Company will make a number of improvements to its ice plant at a cost of \$3,000.

Auburn, N. Y.—The plant of the Cayuga County Cold Storage Company has been purchased by E. R. Redhead and others of Fulton, N. Y.

Bay City, Tex.—It is reported that the St. Louis, Brownsville and Mexico Railroad will erect a precooling plant at this place and Harlingen, Tex.

Columbia, S. C.—The recently incorporated Carolina Public Service Company, Atlanta, Ga., has purchased the Columbia Ice and Fuel Company's properties.

Houston, Tex.—Gordon, Sewall & Co. have purchased property here 100 x 100 feet, upon which a new building will be erected, the entire basement of which will be used as a cold storage plant.

Brooklyn, N. Y.—Plans are being prepared for the erection of an ice plant at East 45th street and Rutland road. A 60-ton plant will be built and will cost \$50,000. The Brooklyn Hygeia Ice Company are the owners.

Harlingen, Tex.—The San Benito and Rio Grande Valley Railroad will erect ice and precooling plants at this plant and San Benito, Tex. The company has also leased the plant of the Intermittent Precooling Company of Texas at San Benito whose capacity will be increased.

WATERPROOFING OF CONCRETE.

Concrete is becoming a favorite material in the construction of refrigerated buildings. It is, however, very desirable that the structure be impermeable and damp proof, because a damp wall will conduct heat through at double the rate obtained with a dry wall. Even with a dry wall of concrete it takes fourteen to twenty inches of thickness to equal the insulating value of one-inch thickness of dry, pure cork board, or two-inch thickness of dry sawdust. Hence the importance of waterproofing, says Cold Storage and Ice Trade Journal.

In a paper read at the Sixth Congress of the International Association for Testing Materials, in New York City, September 2-7, 1912, A. Grittner showed that he succeeded in producing a waterproof concrete, completely satisfactory in point of impermeability, by using an 8 per cent. solution of potash soap.

The United States Geological Survey has made extensive investigations in this subject, which soon are to be published, and from which the following has been abstracted:

Composition of Portland Cement.

Portland cement is the product obtained by calcining to a clinker a finely ground artificial mixture of properly proportioned calcareous and argillaceous substances and finely grinding the resulting clinker. Only such additions are permitted subsequent to the calcining as may be necessary to control certain properties, and such additions should not exceed 3 per cent. by weight of the calcined product.

The raw materials consist essentially of lime, silica, alumina and iron oxide in certain definite proportions, obtained by mixing limestone or marl with clay or shale. The clay, shale or slag furnish silica, alumina and iron oxide. Impure limestone, called "cement rock," in which all the ingredients are present in nearly the proper proportions, is also used alone or is corrected by the addition of purer limestone. The mixture of raw materials should contain about three parts of lime carbonate to one part of the clayey materials. The calcination or burning takes place at a high temperature, approaching 3,000 degs. Fahr., and must therefore be carried on in kilns of special design and lining. During the burning, chemical combination of the lime, silica, alumina and iron oxide takes place.

The product of the burning is a semi-fused mass called "clinker," which consists of silicates, aluminates and ferrites of lime in certain fairly definite proportions. This clinker must be finely ground. A small and limited percentage of gypsum (hydrous calcium sulphate) is ground with the clinker. After such grinding the powder (Portland cement) will set under water.

Waterproofing Concrete.

To render cement mortar and concrete water-tight has long been one of the hopes of cement users. In response to the supposed necessity for the addition of some foreign material that might act as a waterproofing or damp-proofing agent, fifty or more substances have been put on the market and sold under strong claims as to their efficiency. In response to the demand for light on this subject, a series of tests was carried on at the structural materials laboratory of the Geological Survey in St. Louis, Mo. When this work was transferred to the Bureau of Standards the unpublished data were delivered to that bureau, and only recently have they been made public.

In arranging these tests it was necessary to determine the permeability and absorption of Portland cement mortars and concretes made with typical materials, and to ascertain the necessity for and the value of so-called waterproofing and damp-proofing mediums as well as to determine the composition of the compounds and materials recommended for such uses.

The permeability tests of mortars and concretes were applied to mortar and concrete made with several different proportions by volume of Portland cement and different grades of sand, also with various proportions of several grades of sand and stone. The consistency was either damp or quaking, and the thickness of the test pieces was varied. The tests extended from three to six weeks and were made in triplicate. Some of the important points in regard to the character of mortar and concrete that were demonstrated are as follows:

Results of the Tests.

In the permeability tests of mortar the richer the mixture in cement the less permeable was the mortar. The quaking consistency was less permeable than the damp consistency. The quantity of water passing through decreases with the continuation of the flow. The permeability was approximately the same for similar mortars, whether in a 1-inch, 2-inch or 3-inch thickness of test piece. The permeability of mortar decreases with its age. The coarse sand mortar was more permeable than the fine-grained sand mortar. The value of troweling mortar surfaces was also demonstrated by the tests.

In the case of concretes, those richest in cements were the least permeable. The permeability of the concrete increased with its age. The concrete showed very slight or no decrease in the quantity of water passing with the continuation of the flow. The 3-inch-thick test piece is slightly less permeable than the 2-inch. Concretes made with sand No. 4 were slightly more permeable than those made with sand No. 5, which contained the greatest percentage of fine materials. The permeability of the concrete was not dependent entirely on the quantity of cement used in proportion to the total aggregate, but depended also upon the ratio of coarse aggregate to fine aggregate.

In the tests for absorption, the richer the mixture in cement the less the absorption of the quaking consistency mortars, but the richness had less effect in the damp-consistency mortars. The absorption was less in the quaking-consistency mortars than in the damp-consistency mortars. The absorption increased with age from the first to the second week in the damp-consistency mortars, but decreased from the second to the twenty-sixth week.

**ICE
ELEVATORS AND CONVEYORS
FOR HOUSING ICE**

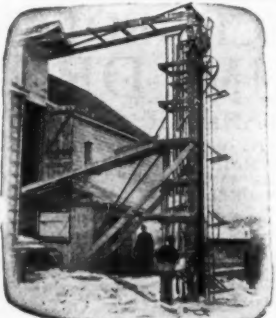
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BOSTON, 120 Milk St., Chas. P. Duffee.
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CHICAGO, F. C. Schapper, Wakem & McLaughlin
CINCINNATI, Pan Handle Storage Warehouse,
The Burger Bros. Co.
CLEVELAND, General Cartage & Storage Co.,
Henry Bollinger.
DETROIT, Riverside Storage & Cartage Co.,
Ltd., Newman Bros., Inc.
DENVER, Denver Transit & Warehouse Co.
DALLAS, Oriental Oil Co.
EL PASO, El Paso Storage Warehouse Co.
FORT WORTH, Western Warehouse Co.
HOUSTON, Texas Warehouse Co.
INDIANAPOLIS, Railroad Transfer Co.
JACKSONVILLE, St. Elmo, W. Acosta.
KANSAS CITY, Crutcher Warehouse Co.
LIVERPOOL, Peter R. McQuile & Son.
LOS ANGELES, United Iron Works.
LOUISVILLE, Louisville Public Warehouse Co.
MILWAUKEE, Central Warehouse.

MEMPHIS, Patterson Transfer Co.
MEXICO, D. F., Ernst O. Helmsdorf.
NEWARK, Brewers' & Bottlers' Supply Co.
NEW ORLEANS, Chas. F. Rantz.
NEW YORK, Roessler & Hasselacher Chemical
Co., Shipley Construction & Supply Co.
NORFOLK, Nottingham & Wrenn Co.
OKLAHOMA, O. K. Transfer & Storage Co.
PHILADELPHIA, Henry Bower Chemical Mfg. Co.
PITTSBURGH, Pennsylvania Transfer Co., Ltd.,
Mueller & Kusen.
PROVIDENCE, Rhode Island Warehouse Co.
ROCHESTER, Rochester Carting Co.
SALT LAKE CITY, Utah Soap Co.
ST. LOUIS, McPheeters Warehouse Co., Pillsbury
Becker Eng. & Sup. Co.
SAN ANTONIO, Oriental Oil Co.
SAN FRANCISCO, United Iron Works.
SAVANNAH, Benton Transfer Co.
SPOKANE, United Iron Works.
SEATTLE, United Iron Works.
TOLEDO, Moreton Truck & Storage Co.
WASHINGTON, Littlefield, Alvord & Co.

HENRY BOWER CHEMICAL MANUFACTURING CO., 29th St. and Gray's Ferry Road, Philadelphia, Pa.

For the tests of damp-proofing and waterproofing compounds and materials forty different compounds were purchased in the open market and several void-filling materials were obtained. A complete record of each compound is reported as to its character, chemical analysis, method or application, result of physical tests and noted peculiar characteristics.

The compounds are of two general classes: Waterproofing compounds for preventing the flow of water through masonry where subjected to a hydrostatic head, as in reservoirs, cisterns, tunnels, etc.; and damp-proofing compounds for overcoming dampness resulting from the capillary attraction and absorptive qualities of masonry, preventing dampness in habitations, and the disfigurement of exterior and interior surfaces of brick, stone and concrete walls and interior plastering and decorations due to staining and efflorescence. The Portland cement and sand used throughout these series of tests was the same as that used in the tests of mortar and concrete.

General Conclusions.

The general conclusions may be summarized as follows, the first series of tests on plain mortar and concrete being correlated with those made with mortar and concrete that had been treated with the various waterproofing and damp-proofing compounds:

Portland cement mortar and concrete may be made practically water-tight or impermeable (as is defined below) to any hydrostatic head up to 40 feet without the use of any of the so-called "integral" waterproofing materials, but in order to obtain such impermeable mortar of concrete considerable care should be exercised in selecting good materials as aggregate and proportioning them in such a manner as to obtain a dense mixture. The consistency of the mixture should be wet enough so that it can be puddled, the particles flowing into position without tamping. The mixture should be well spaded against the forms when placed so as to avoid the formation of pockets on the surface.

The addition of so-called "integral" waterproofing compounds will not compensate for lean mixtures, nor for poor materials, nor for poor workmanship in the fabrication of the concrete. Since in practice the inert integral compounds (acting simply as void-filling material) are added in such small quantities they have very little or no effect on the permeability of the concrete.

Where Portland cement is used as a plaster coat, if sufficient cement be used and the sand contain sufficient fine material (or a fine material be added), and the mortar be placed without joints and well troweled (care being taken not to over-trowel, which may cause crazing), the coating will be effective as an impermeable medium without the use of any waterproofing compound.

As a precaution, under certain conditions, it is undoubtedly desirable to use bituminous or similar coatings, even on new work, as protection where cracks may occur, due to

the settling of the foundation or expansion or contraction caused by temperature changes. In large or exposed work it is practically impossible to prevent some cracks, but where cracks can be prevented no coating whatever is required to make the structure impermeable.

None of the integral compounds tested materially reduced the absorption of the mortars before they were dried by heating at 212 degs. Fahr. Thus they would have little or no practical value. But some of the so-called integral waterproofing compounds did decrease the absorption obtained after drying the mortars at 212 degs. Fahr., and the rate of absorption was much slower in these cases. The addition of hydrated lime and clays seemed to have little or no effect on the absorption.

The addition of any of the compounds tested to a mortar in the quantities used in these tests does not seriously affect the compressive or tensile strength. The addition of inert void fillers to mortars, as used in these tests, up to 20 per cent. of the volume of cement, increases the compressive strength.

Importance of Testing Cement.

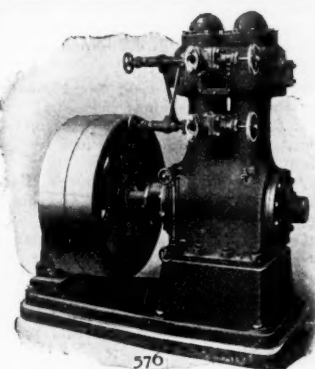
The importance of testing cement just before using it is generally recognized by large consumers, but it is entirely overlooked by the great majority of those who employ cement on a small scale, as in building sidewalks and small houses, cementing cellars, etc. These suggestions are therefore addressed only to consumers who have never looked into the matter of having tests made. A few important reasons why tests are essential are as follows: On account of the nature of the manufacture of cement from raw materials, which are rarely constant in composition, the resulting product can hardly be expected to be invariably uniform.

Manufacturers generally take precautions to prevent the shipment of defective cement, but the tests made at the mill cannot always reveal imperfections in manufacture. The properties in cement are subject to alteration after leaving the mill. Cement that is found slightly inferior when tested at the mill may be sold where it is not likely to be tested. Cement that is tested by large purchasers at the mills and rejected by them may be sold to smaller consumers.

In order best to ascertain the quality of cement shipped the tests should be made after the cement arrives on the work, and they should be made with the greatest care and only by responsible and trained men in laboratories where the instruments have been properly standardized.

For the purpose of correcting any misapprehension that may arise, it should be stated here that the United States Geological Survey maintains no testing laboratories and does not make any kind of tests of cement or of any other structural materials, either free or for compensation. Such work should be entrusted to private commercial laboratories, such as are in operation in all the large cities of the United States.

SEE PAGE 48 FOR BARGAINS.



SIZES—8 to 17 Tons

YORK ICE MACHINES

comprise all sizes and types of the ammonia compression and absorption systems of ice-making and refrigeration.

Our enclosed types are made with engine or for belt drive—single cylinder ½ to 6 tons; double cylinder 8 to 17 tons. Bulletin 42.

Our single column open types, with engine, or for belt drive—single cylinder 1¼, 3 and 6 tons; double cylinder 8, 10, 20 and 30 tons. Bulletin 26.

York Manufacturing Co.

Largest Ice Machine Manufacturers in the World

Main Office and Works: YORK, PA.

General Western Office:
Monadnock Bldg., Chicago

EXPORT OFFICE: 72 Trinity Place, N. Y.

Branches in all Principal Cities.

YORK ICE MACHINE SALES.

Recent sales of ice-making and refrigerating machinery by the York Manufacturing Company, York, Pa., are reported as follows:

Blumenthal residence, New York, N. Y., one 4-ton compression side and refrigerating plant.

Stickel Hygeia Ice Cream & Ice Company, Hackensack, N. J., one 25-ton complete can ice plant.

Colley & Billingsby, Stockdale, Tex., one 11-ton belt-driven refrigerating compression side and one 3-ton can ice-making plant.

A. T. Kellogg, Trancitas, Tex., one 6-ton belt-driven refrigerating compression side and 3-ton raw water can ice plant.

Missouri State Penitentiary, Jefferson City, Mo., one 75-ton horizontal double-acting steam-driven refrigerating compression side, and one 20-ton can ice-making plant with distilling system.

Hershey Chocolate Company, Hershey, Pa., one 85-ton vertical single-acting belt-driven refrigerating machine, balance compression side, 135 tons capacity, with double pipe ammonia condensers.

Hampton Produce Company, Hampton, Iowa, one 10-ton horizontal refrigerating compression side and direct expansion refrigerating plant.

F. W. Webber, Oak, Fla., one 4-ton refrigerating compression side.

J. W. Hennion, Paterson, N. J., one 4-ton refrigerating compression side and refrigerating plant.

Wm. Zoller Company, Pittsburgh, Pa., one 10-ton flooded freezing system and distilling system.

Kent Company, Ltd., Montreal, Canada, one 30-ton refrigerating compression side for Moose Jaw Cold Storage Company, Moose Jaw, Saskatchewan, Canada.

Jacobs Bros., Nashville, Tenn., one 11-ton refrigerating compression side and brine refrigerating plant.

The Clinton Building, Tulsa, Okla., one 1-ton refrigerating compression side and drinking water cooling system.

Chocolate Menier, Hoboken, N. J., one 17-ton belt-driven vertical single-acting enclosed type refrigerating plant.

The Kent Company, Ltd., one 8-ton refrigerating compression side and brine refrigerating system for the Princess Hotel Company, Hamilton, Bermuda, Canada.

Tacoma Hotel, Tacoma, Wash., one 11-ton refrigerating steam-driven compression side and refrigerating system.

Murphy Varnish Company, Newark, N. J., one 4-ton refrigerating belt-driven compression side and refrigerating plant.

St. Joseph's in the Pines, Brentwood, L. I., N. Y., one 11-ton refrigerating steam-driven compression side and refrigerating plant.

Kent Company, Ltd., Montreal, Canada, one 20-ton refrigerating chain-driven compression side for Victor Mongean, Montreal, Canada.

Kent Company, Ltd., Montreal, Canada, one 8-ton belt-driven refrigerating compression side and refrigerating plant for Society Francaise Specialties, Almentaires, Montreal, Canada.

H. C. Bohack & Co., Brooklyn, N. Y., one 30-ton horizontal double-acting belt-driven compression side and refrigerating plant.

Berkley Hotel, N. Y., one 8-ton steam-driven compression side and refrigerating plant.

Dickerman & Yeakley, Philadelphia, Pa., one 11-ton belt-driven refrigerating compression side and refrigerating plant for Robinson & Crawford, Philadelphia, Pa.

Kent Company, Ltd., Montreal, Canada, 22,000 feet of 2-inch standard weight direct-expansion ammonia piping for William Davis Company, Montreal, Canada.

REFRIGERATING ENGINEERS MEET.

The eighth annual meeting of the American Society of Refrigerating Engineers will be held in the Engineering Societies Building, 20 West 39th street, New York City, on Monday and Tuesday, December 2 and 3, 1912.

GREEN AND SWEET PICKLED MEATS.
(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, October 2.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8@10 lbs. ave., 13½¢; 10@12 lbs. ave., 12½¢@13¢; 12@14 lbs. ave., 12¼¢; 14@16 lbs. ave., 12¼¢@12½¢; 18@20 lbs. ave., 12½¢@12¾¢. Sweet pickled, 8@10 lbs. ave., 13¢; 10@12 lbs. ave., 12¾¢@13¢; 12@14 lbs. ave., 12½¢@12¾¢; 14@16 lbs. ave., 12½¢@12¾¢; 18@20 lbs. ave., 12½¢@12¾¢.

Skinned Hams—Green, 14@16 lbs. ave., 13¢; 16@18 lbs. ave., 13¢; 18@20 lbs. ave., 13¢; 22@24 lbs. ave., 12¾¢. Sweet pickled, 14@16 lbs. ave., 12¾¢; 16@18 lbs. ave., 13¢; 18@20 lbs. ave., 13¢; 22@24 lbs. ave., 12¾¢. New York Shoulders—Green, 10@12 lbs. ave., 11¢. Sweet pickled, 10@12 lbs. ave., 10¾¢@11¢.

Picnic Hams—Green, 5@6 lbs. ave., 10½¢; 6@8 lbs. ave., 10¼¢; 8@10 lbs. ave., 10¼¢; 10@12 lbs. ave., 10¼¢. Sweet pickled, 5@6 lbs. ave., 10½¢; 6@8 lbs. ave., 10½¢; 8@10 lbs. ave., 10¼¢; 10@12 lbs. ave., 10¼¢.

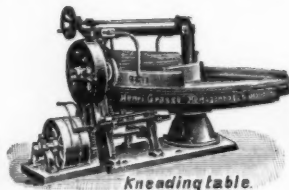
Clear Bellies—Green, 6@8 lbs. ave., 15¢; 8@10 lbs. ave., 14¼¢; 10@12 lbs. ave., 13½¢; 12@14 lbs. ave., 13¢. Sweet pickled, 6@8 lbs. ave., 15¼¢; 8@10 lbs. ave., 14¼¢; 10@12 lbs. ave., 13½¢; 12@14 lbs. ave., 13¢.

STOCKS OF LARD

Cable advices to the N. K. Fairbank Company give the following estimates of the lard stocks held in Europe and afloat on October 1, to which are added the estimates of former years, and stocks in cities named:

	1912. Oct. 1.	1912. Sept. 1.	1911. Sept. 1.	1911. Oct. 1.	1910. Oct. 1.	1909. Oct. 1.
Liverpool and Manchester.....	31,500	39,000	32,000	28,000	12,500	20,000
Other British ports.....	33,000	39,000	23,000	20,000	12,000	10,000
Hamburg	17,000	15,000	22,000	30,000	6,000	10,000
Bremen	1,500	2,000	2,500	3,000	1,500	1,500
Berlin	1,500	2,500	9,000	5,000	3,000	5,000
Baltic ports	11,000	15,000	18,000	15,000	11,000	15,000
Amsterdam, Rotterdam, Mannheim..	2,000	3,000	2,000	2,000	500	2,500
Antwerp	1,000	1,000	2,500	2,500	3,000	2,500
French ports	7,000	3,000	4,000	4,000	None	250
Italian and Spanish ports.....	1,000	1,000	1,500	2,000	100	250
Total in Europe	106,500	120,500	116,500	111,500	49,600	67,000
Afloat for Europe.....	45,000	25,000	30,000	60,000	35,000	30,000
Total in Europe and afloat.....	151,500	145,500	146,500	171,500	84,600	97,000
Chicago prime steam.....	91,156	164,407	117,747	70,730	17,113	27,094
Chicago other kinds.....	15,127	23,456	29,920	21,394	6,285	14,036
East St. Louis.....	None	600	900	500	500	300
Kansas City	4,312	8,049	12,551	7,071	6,685	9,159
Omaha	6,060	7,683	7,741	4,580	2,048	1,978
Milwaukee	3,025	6,129	6,539	4,784	831	1,146
South St. Joseph.....	4,585	6,212	6,178	1,887	1,854	4,500
Total tierces	275,765	362,036	328,076	282,446	119,916	155,213

Decrease September, 1912—86,271. Decrease September, 1911—45,630.

BUTTERINE MACHINERY

Kneading table.

Only Grasso's Butterine Machinery

produces a high-grade butterine and remunerative results.

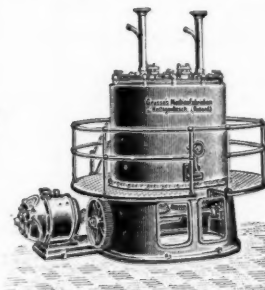
We are specialists since 1870. Nearly all butterine factories throughout the world are working with our special machines. In the U. S. they are in use at all the factories.

Prices and full information free on application

GRASSO'S MACHINE WORKS

Established 1858

BOIS-LE-DUC. (Holland)



PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Prices Advance Moderately—Hog Conditions an Influence—Stocks Show Good Decreases—Speculation Quiet—Sentiment Mixed—Foreign News Rather Bullish.

There has been a marked degree of firmness displayed in the provision market the past week. All products have shared in the strength, and, while the upturns have not been violent, probably checked by the selling from interests who are in control of the situation, at no time was there a semblance of weakness. The hog market inspired considerable of the buying, and although this bullish situation is rather late in developing, its effect has not been lost entirely. At Western centers the values received for hogs were about the highest of the season. Receipts have been light, and although on some days an increased movement was reported, there was liberal absorption of the offerings.

The character of the advices concerning the hog market is quite the same as those recently noted. Many assert that the weights of the hogs average impressively light. The numerous claims of hog sickness continue, and there is reluctance in predicting how soon a substantial movement will occur to appease the demand. The bountiful feed crops encourage the advocates of lower prices, particularly as a record crop of corn is vir-

tually assured, and prices for that cereal have declined, thus rendering it more profitable, in many instances, for the farmers to feed their stuff rather than market it. It is realized, on the other hand, that only a moderate amount of the corn crop will be available during the next several weeks, and the repeated assertions of a comparatively small pig crop on farms were again presented. The movement should increase the next month, but it is questionable, according to conservative authorities, whether there will be any pronounced tendency toward larger and oppressing receipts until far into the winter.

The discounts of the early summer months seem to best reflect the idea that, sooner or later, there will be a readjustment in provision prices. But the date of this probable revision is a matter of conjecture, and it becomes more apparent each day that many in the trade had discounted it prematurely and unprofitably. The bulk of the buying in the future market is admitted to be short covering, with most of the transactions showing a loss. Artificial support is still claimed, with these statements inspired by the appearance of buying orders thought to emanate from packing sources, when the undertone becomes heavy. The trade should

have become accustomed to this, however, according to judges of the situation, and it seems as though the technical position of the speculative market is quite firm on this account. The theory is that a broadening inquiry would meet with offerings from those who have been consistently bullish, and who substantiated their opinions by taking care of distressed holdings, so that the speculative buying is limited to interests in close touch with the market. Of course, there is now more aversion than for some time toward taking the selling side, as stocks are decreasing, and demand shows improvement.

With the hope of lower prices, consumers in general have been buying sparingly. This has resulted in an accumulating inquiry, and the call from domestic and foreign consumers is now larger. The Balkan situation, while referred to only casually, has not been without influence, and served to promote a little buying. English authorities, who have been visiting locally, have expressed themselves as quite bullish on the situation for the immediate future, stating that much of the surplus stock abroad has been consumed, and in some instances the wants are now pressing. It is not disputed that there are still liberal supplies, and it is quite likely that as prices are maintained there will be steady distribution, thereby preventing any

Another Efficiency Test That You Can Make



Nonpareil Coverings are made from a material new, but by no means untried—that is, diatomaceous earth combined with asbestos fibre. Diatomaceous earth is made up of the skeletons of minute plants, billions to the cubic inch, each filled with air. It is practically pure silica. As air entrapped in minute particles is the most efficient insulating medium known, it can readily be seen why Nonpareil Covering is the ideal high pressure and superheat covering.

Here is another test that you can make that proves both the efficiency of Nonpareil Covering as a non-conductor and its proof against high temperatures. Heat one side of a piece of Nonpareil Covering with a blow pipe until it is white hot. You can still place your hand against the other side without discomfort. Then

when it is at white heat, plunge it for a moment into cold water. A few hair-line cracks will develop, but otherwise the surface will remain smooth, uninjured and hard.

Nonpareil High Pressure Covering

For Steam Lines and Boilers

Try this experiment with any other kind of covering and draw your own conclusions from the results. Nonpareil High Pressure Coverings are:

- (1) More Efficient non-conductors of heat.
- (2) Withstand temperatures at which other coverings calcine and disintegrate.
- (3) Possess much greater moisture-resisting power.
- (4) Are easy to apply and reasonable in cost.

Send for a sample and make the efficiency test yourself.

Made in sectional, block and in cement form.

Catalogue S-7 on request.

ARMSTRONG CORK COMPANY

Insulation Department, 1407 UNION BANK BUILDING

Branch Offices in the large cities.

PITTSBURGH, PA.

material advance. Noteworthy is it, however, that there is a growing disposition to recognize a lighter available supply of hogs. The statement from Secretary Wilson to the effect that he does not see much hope of meat prices declining materially was not devoid of effect.

The stocks of pork, lard, ribs and total meats at Chicago with comparison are given:

	Oct. 1, 1912.	Sept. 1, 1912.	Oct. 2, 1912.
Mess pork, new, bbls.	38,793	45,799	9,093
Mess pork, old, bbls.		3	
Other pork, bbls.	25,948	28,841	25,161
Lard, new, tcs.	91,156	163,857	70,730
Lard, old, tcs.		550	
Other lard, tcs.	15,127	23,456	21,394
Short ribs, lbs.	13,919,176	22,390,068	10,147,439
Total meats, lbs.	50,631,810	115,114,707	77,068,659

Total Western slaughtering of hogs for the week was given at 335,000, against 425,000 last year. Since March 1, the total is 13,975,000, against 15,735,000 the corresponding time a year ago.

LARD.—Prices have gradually risen. Strength of hogs has been the influence with a better demand. City steam, \$11.50@11.62½; Middle West, \$11.70@11.80; Western, \$11.75@11.85; refined Continent, \$11.75; South American, \$12.60; Brazil, kegs, \$13.60; compound lard, 8@8¼c.

BEEF.—The small supplies prevent any weakness. When stuff is offered at reasonable levels, buyers show little hesitation. Quoted: Family, \$21@22; mess, \$17@18; packet, \$18@19; extra India mess, \$35.50@36.

PORK.—Offerings have been withdrawn. There is some improvement in the inquiry. Mess is quoted at \$19.50@20; clear, \$21.50@23.50; family, \$22@23.

SEE PAGE 46 FOR BARGAINS.

EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York reported up to Wednesday, October 2, 1912:

BEEF.—Antwerp, Belgium, 112 bbls.; Buenos Aires, A. R., 50 bbls.; Cayenne, French Guiana, 149 bbls.; Colon, Panama,

20½ bbls.; Curacao, Leeward Islands, 20 bbls.; Demerara, British Guiana, 77 bbls.; Glasgow, Scotland, 50 tcs.; Halifax, N. S., 30 bbls.; Hamburg, Germany, 225 bbls.; Hamilton, W. I., 27 bbls.; Kingston, W. I., 149½ bbls., 19 tcs.; London, England, 75 tcs.; Liverpool, England, 55 tcs.; Martinique, W. I., 15 bbls.; Macoris, S. D., 8 bbls.; Port au Prince, W. I., 68 bbls.; Port of Spain, W. I., 35 bbls., 35 tcs.; Rotterdam, Holland, 50 bbls.; St. Johns, N. F., 252 bbls.; Surinam, Dutch Guiana, 260 bbls., 5 tcs.; St. Laurent, —, 10 bbls.; Trinidad, W. I., 77 tcs., 62 bbls.

FRESH MEAT.—Colon, Panama, 128,941 lbs.; Hamilton, W. I., 1,325 lbs.; Liverpool, England, 112,726 lbs.

OLEO OIL.—Antwerp, Belgium, 25 tcs.; Constantinople, Turkey, 150 tcs.; Glasgow, Scotland, 25 tcs.; Havana, Cuba, 4 tcs.; Hamburg, Germany, 520 tcs.; London, England, 130 tcs.; Liverpool, England, 130 tcs.; Rotterdam, Holland, 635 tcs.; Salonica, Turkey, 50 tcs.; Trieste, Austria, 120 tcs.

OLEOMARGARINE.—Cartagena, Venezuela, 3,600 lbs.; Colon, Panama, 3,000 lbs.; Callao, Peru, 2,822 lbs.; Curacao, Leeward Islands, 1,700 lbs.; Hamilton, W. I., 1,190 lbs.; Kingston, W. I., 12,300 lbs.; Macoris, S. D., 6,343 lbs.; Mauritius, W. I., 1,870 lbs.; Port au Prince, W. I., 3,425 lbs.; St. Thomas, W. I., 2,625 lbs.; Santiago, Cuba, 2,400 lbs.

TALLOW.—Cartagena, Venezuela, 14,233 lbs.; Demerara, British Guiana, 3,414 lbs.; Kingston, W. I., 2,875 lbs.; London, England, 111,071 lbs.; Macoris, S. D., 7,507 lbs.; Marseilles, France, 147,408 lbs.; Trinidad, W. I., 2,595 lbs.

TONGUE.—Liverpool, England, 16 tcs.

CANNED MEAT.—Antwerp, Belgium, 204 pkgs.; Batavia, Java, 219 cs.; Curacao, Leeward Islands, 87 cs.; Colon, Panama, 98 cs.; Cape Town, South Africa, 495 cs.; Ciudad Bolivar, Venezuela, 315 cs.; Delagoa Bay, Africa, 65 cs.; Glasgow, Scotland, 975 cs.; Hamburg, Germany, 25 cs.; Hamilton, W. I., 68 cs.; Kingston, W. I., 135 cs.; London, England, 520 cs.; Liverpool, England, 150 cs.; Martinique, W. I., 36 cs.; Maracaibo,

Venezuela, 43 cs.; Newcastle, England, 175 cs.; St. Thomas, W. I., 38 cs.; Southampton, England, 50 pa., 155 cs.; Surinam, Dutch Guiana, 34 cs.; Santiago, Cuba, 27 cs.; Vera Cruz, Mexico, 31 cs.

EXPORTS OF PROVISIONS

Exports of hog products for the week ending September 28, 1912, with comparative tables:

To—	PORK, BBLs.		From Nov. 1, '11, to Sept. 28, 1912.
	Week ending Sept. 28, 1912.	Week ending Sept. 26, 1911.	
United Kingdom...	215	150	19,788
Continent	565	154	14,575
So. & Cen. Am. ...	130	438	16,032
West Indies	728	1,391	48,746
Br. No. Am. Col. ...	362	1,053	22,335
Other countries ..	.....	22	548
Total	2,000	3,208	122,044

	MEATS, LBS.		
United Kingdom...	3,354,525	5,650,850	300,390,237
Continent	1,053,625	1,498,950	44,590,930
So. & Cen. Am. ...	70,500	86,050	6,217,275
West Indies	373,660	187,850	14,914,719
Br. No. Am. Col. ...	11,000	12,400	176,525
Other countries ..	.....	9,525	1,534,750
Total	4,563,250	7,445,625	367,824,436

LARD, LBS.			
United Kingdom.....	1,771,300	4,830,276	238,910,963
Continent	4,401,500	7,285,390	225,158,570
So. & Cen. Am.	800,550	308,000	25,981,650
West Indies	674,100	1,379,500	43,984,205
Br. No. Am. Col. ...	7,000	47,900	1,105,256
Other countries ..	74,700	37,700	1,871,100
Total	7,729,550	13,948,466	540,011,474

RECAPITULATION OF THE WEEK'S EXPORTS.

	Pork, bbls.	Meats, lbs.	Lard, lbs.
New York	1,870	2,846,000	4,976,900
Philadelphia .....	.....	38,000	677,000
Baltimore .....	.....	26,250	174,650
New Orleans	130	178,000	1,063,000
Montreal .....	.....	1,065,000	513,000
Mobile .....	.....	170,000	325,000
Total week	2,000	4,863,250	7,729,550
Previous week	3,384	6,897,669	14,179,413
Two weeks ago	2,605	5,078,275	7,004,165
Cor. week last yr ..	3,208	7,445,625	13,948,466

COMPARATIVE SUMMARY OF EXPORTS.

	From Nov. 1, '11, to Sept. 28, '12.	Same time last year.	Increase.
Pork, lbs.	24,408,800	22,596,200	1,812,600
Meats, lbs.	367,824,436	352,284,423	15,540,613
Lard, lbs.	540,011,474	531,879,585	8,131,889

OCEAN FREIGHTS.

	Liverpool. Per Ton.	Glasgow. Per Ton.	Hamburg. Per 100 lbs.
Beef, per tierce	17/6	20/	@25c.
Oil Cake	16/3	20c.	@22c.
Bacon	17/6	20/	@25c.
Lard, tierces	17/6	20/	@25c.
Cheese	25/	25/	@50c.
Canned meats	17/6	20/	@25c.
Butter	30/	30/	@50c.
Tallow	17/6	20/	@25c.
Pork, per barrel	17/6	20/	@25c.

E. S. GRANT

Pork and Beef Products

LARD, TALLOW AND GREASES A SPECIALTY

25 Swift Building Cincinnati, O.

When you need good Hogs write us.

E. T. CASH & CO.

LIVE STOCK AGENTS, National Stock Yards, Ill.

All applicants for market reports will receive our personal attention. Any time we can serve you command us.

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Independent Biscuit, Bread and Candy Manufacturers

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TALLOW, STEARINE, GREASE and SOAP

WEEKLY REVIEW

TALLOW.—Little transpired during the past week which was interesting to either consumers or distributors. The volume of business was negligible, and only routine sales were reported. These occurred at about unchanged quotations. It was evident, however, that city goods were very well held. In fact offerings were so extremely light as to impart a very steady undertone to this division of the market. The opinion was expressed and concurred in that those in a position to accommodate the trade were well sold ahead, and until their supplies increased, no material deviation from the course of asking high prices was looked for.

On the other hand, outside grades showed less strength, with more to be had at a price considered as normal. Even here, however, offerings were not pressed, with quite as much confidence among holders as among interests who have claimed to be supplied for some time. Obviously, the firm cattle situation operates against any great pressure as yet, but, in the meantime, consumers are disposed to take on only moderate amounts at the most.

Little interest was manifested in the foreign situation. The London auction sale again had a sentimental effect. At that center there were 2,520 casks offered for sale, of which 2,167 were taken at prices ranging from unchanged to 6d. advance, as compared with those of the preceding week. Export business is at a minimum, and aggravating conditions are the maintenance of high freight rates.

Prime city tallow was quoted at 6½c.; city specials at 7½c.; and country, as to quality, 6¼c. to 6¾c.

OLEO STEARINE.—Prices have ruled nominally unchanged at 13¼c. Offerings are not pressed for sale, but, on the other hand, buyers do not seem anxious. These conditions have resulted in only a limited business for the week. The compound lard trade is fairly good.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

COCOANUT OIL.—The edible situation remains firm, and prices have been readily held. Supplies are causing no pressure. Quotations: Cochin, 10¾@11c.; shipment, 10@10¼c.; Ceylon, 9¼@9¾c.; shipment, 9c.

PALM OIL.—Although the trade is generally stated to be quiet, prices show a marked degree of steadiness. Prime red spot, 6½@6¾c.; do. to arrive, 6½@6¾c.; Lagos, spot, 7½c.; to arrive, 7¼c.; palm kernel, 8¾c.; shipment, 8¾c.

CORN OIL.—Early in the week prices were lowered, but of late big interests have ad-

vanced quotations. Prices are quoted at \$6.05@6.15 in car lots.

SOYA BEAN OIL.—The market is quoted above linseed oil. Spot supplies are extremely scarce. Spot is quoted at 6½@6¾c., while shipment oil is 6½@6½c.

GREASE STEARINE.—No market change has taken place, with business small. Yellow, 6½@6¾c., and white, 6½@6¾c.

GREASE.—Compared with a recent date, business has improved, but demand has not brought higher prices. Quotations: Yellow, 5¾@6c.; bone, 5½@6¼c.; house, 5¾@6c.; "B" and "A" white, nominal.

OLEO OIL.—Firmness continues. Rotterdam reports light unsold stocks. Edible grades are readily absorbed, with the amount for sale below the apparent requirements. Choice is quoted at 15c.; New York, medium, nom.; Rotterdam, 85 florins asked.

NEATSFOOT OIL.—Trade is quiet. Crude stocks are stated to be higher. Demand is slow. Quotations: For 20 cold test, \$1; 30 do., 88c.; 40 do., water white, 82c.; prime, 62@63c.; low grade off yellow, 60@61c.

EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York reported up to Wednesday, October 2, 1912:

BACON.—Antwerp, Belgium, 288,750 lbs.; Abo, Russia, 18,764 lbs.; Amsterdam, Holland, 47,415 lbs.; Gibara, Cuba, 13,223 lbs.; Glasgow, Scotland, 61,011 lbs.; Hamburg, Germany, 95,833 lbs.; Hull, England, 210,411 lbs.; Hamilton, W. I., 3,184 lbs.; Helsingfors, Finland, 426,623 lbs.; Havana, Cuba, 12,139 lbs.; London, England, 3,053 lbs.; Liverpool, England, 763,481 lbs.; Matanzas, Cuba, 35,381 lbs.; Marseilles, France, 81,547 lbs.; Rio Janeiro, Brazil, 3,046 lbs.; Rotterdam, Holland, 172,087 lbs.; St. Johns, N. F., 640 lbs.; Stockton, England, 8,174 lbs.; Sunderland, England, 30,974 lbs.; Santiago, Cuba, 44,407 lbs.; Tampico, Mexico, 552 lbs.; Trieste, Austria, 39,354 lbs.; Vera Cruz, Mexico, 1,220 lbs.; Wiborg, Russia, 31,183 lbs.

HAMS.—Antwerp, Belgium, 53,320 lbs.; Cayenne, French Guiana, 882 lbs.; Callao, Peru, 1,002 lbs.; Caribarien, Cuba, 17,309 lbs.; Cartagena, Venezuela, 5,269 lbs.; Colon, Panama, 4,910 lbs.; Ciudad Bolivar, Venezuela, 3,011 lbs.; Gibara, Cuba, 4,974 lbs.; Guayaquil, Ecuador, 1,699 lbs.; Glasgow, Scotland, 248,800 lbs.; Havana, Cuba, 17,559 lbs.; Hamilton, W. I., 9,081 lbs.; Hull, England, 164,733 lbs.; Kingston, W. I., 2,717 lbs.; Liverpool, England, 187,688 lbs.; Martinique, W. I., 3,090 lbs.; Macoris, S. D., 12,064 lbs.; Matanzas, Cuba, 4,004 lbs.; Maracaibo, Venezuela, 10,326 lbs.; Port Limon, C. R., 578 lbs.; Port au Prince, W. I., 4,812 lbs.; Port of Spain, W. I., 1,197 lbs.; St. Thomas, W. I., 892 lbs.; Southampton, England, 75,420 lbs.; St. Johns, N. F., 28,071 lbs.; Surinam, Dutch Guiana, 9,759 lbs.; Santiago, Cuba, 26,945

lbs.; Tampico, Mexico, 1,171 lbs.; Trinidad, W. I., 1,543 lbs.; Vera Cruz, Mexico, 2,418 lbs.

LARD.—Antwerp, Belgium, 321,670 lbs.; Aarhus, Denmark, 19,600 lbs.; Acapulco, Salvador, 78,987 lbs.; Amsterdam, Holland, 12,025 lbs.; Buenaventura, Colombia, 13,539 lbs.; Buenos Aires, A. R., 8,532 lbs.; Bergen, Norway, 13,236 lbs.; Bremen, Germany, 237,863 lbs.; Cucuta, Colombia, 5,985 lbs.; Cologne, Germany, 48,750 lbs.; Colon, Panama, 57,247 lbs.; Cartagena, Venezuela, 239,200 lbs.; Carbarien, Cuba, 26,277 lbs.; Cape Town, South Africa, 38,750 lbs.; Callao, Peru, 6,143 lbs.; Cayenne, French Guiana, 9,349 lbs.; Ciudad Bolivar, Venezuela, 18,707 lbs.; Dantzig, Germany, 60,148 lbs.; Demerara, British Guiana, 943 lbs.; Delagoa Bay, Africa, 9,800 lbs.; Curacao, Leeward Islands, 7,895 lbs.; Gibara, Cuba, 26,254 lbs.; Glasgow, Scotland, 83,172 lbs.; Havana, Cuba, 284,739 lbs.; Havre, France, 3,186,095 lbs.; Hamburg, Germany, 8,311 lbs.; Hull, England, 127,500 lbs.; Hamilton, W. I., 18,526 lbs.; Kingston, W. I., 201,875 lbs.; Liverpool, England, 342,090 lbs.; London, England, 191,700 lbs.; Leith, Scotland, 32,975 lbs.; Lagos, 6,725 lbs.; Maracaibo, Venezuela, 61,318 lbs.; Manchester, England, 11,200 lbs.; Macoris, S. D., 45,322 lbs.; Middleboro, England, 7,000 lbs.; Martinique, W. I., 2,300 lbs.; Malta, Island of, 7,000 lbs.; Marseilles, France, 165,497 lbs.; Messina, Sicily, 5,700 lbs.; Newcastle, England, 48,245 lbs.; Port Limon, C. R., 14,529 lbs.; Port au Prince, W. I., 115,836 lbs.; Port of Spain, W. I., 3,516 lbs.; Rotterdam, Holland, 2,499,508 lbs.; Rio Janeiro, Brazil, 5,415 lbs.; Surinam, Dutch Guiana, 1,000 lbs.; St. Thomas, W. I., 9,023 lbs.; Stettin, Germany, 1,584,505 lbs.; Southampton, England, 138,030 lbs.; Sunderland, England, 2,856 lbs.; Stockton, England, 1,400 lbs.; St. Johns, N. F., 5,624 lbs.; Santiago, Cuba, 163,427 lbs.; Turks Island, W. I., 1,411 lbs.; Tumaco, Dutch Guiana, 5,552 lbs.; Tampico, Mexico, 32,684 lbs.; Trinidad, W. I., 67,118 lbs.; Trieste, Austria, 18,560 lbs.

LARD OIL.—Buenos Aires, A. R., 250 gals.; Cape Town, South Africa, 148 gals.; Hamburg, Germany, 65 bbls.; Marseilles, France, 25 bbls.; Puerto Mexico, 498 gals.

PORK.—Antwerp, Belgium, 50 tcs.; Buenos Aires, A. R., 25 bbls.; Cayenne, French Guiana, 13½ bbls.; Demerara, British Guiana, 100 bbls.; Glasgow, Scotland, 50 bbls.; Hamburg, Germany, 175 bbls.; Hamilton, W. I., 15 bbls.; Kingston, W. I., 305 bbls.; London, England, 25 bbls.; Liverpool, England, 100 bbls.; 17 tcs.; Macoris, S. D., 8 bbls.; Port of Spain, W. I., 25 tcs., 120 bbls.; Port au Prince, W. I., 335 bbls.; Surinam, Dutch Guiana, 63 bbls.; St. Thomas, W. I., 18 bbls.; St. Johns, N. F., 780 bbls., 25 tcs.; Trinidad, W. I., 111 bbls.

SAUSAGE.—Antwerp, Belgium, 115 pkgs.; Macoris, S. D., 130 pa.; Marseilles, France, 320 pa.

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COTTON OIL CABLE MARKETS

Hamburg.

(By Cable to The National Provisioner.)

Hamburg, October 4.—Market easy. Quotations: Choice summer white oil, 68 marks; butter oil, 68 $\frac{1}{4}$ marks; summer yellow, 63 $\frac{3}{4}$ marks.

Rotterdam.

(By Cable to The National Provisioner.)

Rotterdam, October 4.—Market firm. Quotations: Summer yellow, 36 $\frac{3}{4}$ florins; choice summer white, 38 $\frac{7}{8}$ florins, and butter oil, 38 $\frac{3}{4}$ florins.

Antwerp.

(By Cable to The National Provisioner.)

Antwerp, October 4.—Market firm. Quotations: Summer yellow, 72 $\frac{1}{2}$ francs.

Marseilles.

(By Cable to The National Provisioner.)

Marseilles, October 4.—Market easy. Quotations: Prime summer yellow, 79 $\frac{1}{2}$ francs; prime winter yellow, 84 $\frac{3}{4}$ francs; choice summer white oil, 83 $\frac{3}{4}$ francs.

Liverpool.

(By Cable to The National Provisioner.)

Liverpool, Oct. 4.—Market easy. Quotations: Prime summer yellow, 30 $\frac{3}{4}$ s.; summer yellow, 30 $\frac{3}{8}$ s.

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Oct. 3.—Crude cottonseed oil offered freely, Texas October, at 35c. Prime 8 per cent. meal barely steady at \$28, long ton, ship's side. Prime 7 $\frac{1}{2}$ per cent. cake, \$24, short ton, New Orleans. Hulls, \$6 loose, \$8.50 sacked.

PRODUCE EXCHANGE NOTES.

Produce Exchange memberships are now quoted at about \$650 bid. The supply still appears limited.

Among the visitors on the floor during the week were W. Cooper Procter, of Cincinnati; A. M. Dobbs, president of the Southern Refining Company, Athens, Ga.; F. N. Bridgers, identified with the Farmers' Cotton Oil Company, and Henry Hirschbill, of the Portsmouth Cotton Oil Refining Corporation, Portsmouth, Va.

Whether or not the success in the cottonseed oil industry on the New York Produce Exchange is conducive to matrimony is a matter not officially ruled upon. It is true, however, that several members of the trade have recently gone over to the benedicts. The latest acquisition to these forces is F. B. Pressinger, floor representative of the E. S. Kuh Valk Company. Frank took himself a helpmate about three weeks ago in the person of Miss Lucy A. Whispell, and after touring the Middle West and Canada returned to be showered with congratulations.

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COTTONSEED OIL EXPORTS

Exports of cottonseed oil reported for the week up to October 3, 1912, and for the period since September 1, 1912, were as follows:

From New York.

	For week.	Since Sept. 1, 1912.
Bbls.	Bbls.	Bbls.
Aux Cayes, Haiti	—	6
Bahia Blanca, A. R.	—	9
Barbados, W. I.	—	270
Buenos Aires, A. R.	—	573
Cape Town, Africa	—	61
Ciudad Bolivar, Venezuela	—	2
Colon, Panama	—	100
Copenhagen, Denmark	100	870
Demerara, Br. Guiana	45	147
Dunkirk, France	100	100
Genoa, Italy	—	1,824
Glasgow, Scotland	100	450
Hamburg, Germany	205	805
Havana, Cuba	—	86
Havre, France	—	1,119
Hong Kong, China	—	2
Kingston, W. I.	—	177
London, England	850	2,740
Macoris, S. D.	—	156
Marseilles, France	650	1,550
Martinique, W. I.	—	148
Moyaquez	9	9
Naples, Italy	—	200
Nuevitas, Cuba	—	38
Piraeus, Greece	675	2,904
Plantama	—	3
Port Antonio, W. I.	—	9
Port au Prince, W. I.	—	7
Port Limon, C. R.	—	54
Progreso, Mexico	6	24
Puerto, Mexico	—	9
Rotterdam, Holland	—	1,300
St. Kitts, W. I.	15	15
San Juan, P. R.	—	2
Santiago, Cuba	92	236
Santos, Brazil	—	130
Sydney, Australia	—	39
Trieste, Austria	50	4,159
Trinidad, Island of	—	38
Turks Island, W. I.	—	42
Valparaiso, Chile	—	210
Venice, Italy	—	830
Total	2,911	21,508

From New Orleans.

Buenos Aires, A. R.	—	425
Genoa, Italy	—	50
Hamburg, Germany	150	855
Havana, Cuba	10	126
Havre, France	—	300

Liverpool, England	—	100
London, England	—	150
Progreso, Mexico	—	100
Rotterdam, Holland	50	200
Vera Cruz, Mexico	—	105
Total	400	2,361

From All Other Ports.

Mexico (including overland)	1,002	2,865
Total	1,002	2,865

Recapitulation.

From New York	2,911	21,508
From New Orleans	400	2,361
From all other ports	1,002	2,865
Total	4,463	26,734

WHY YOU SHOULD KEEP A FILE.

In connection with the practical trade information published every week on page 18, The National Provisioner is frequently in receipt of letters from subscribers who recall having seen something interesting or important in a previous issue of this publication, but they have mislaid the copy and want the information repeated. The National Provisioner offers the suggestion that if every interested subscriber would keep a file of The National Provisioner he would be able to look up a reference at once on any matter which might come up, and thus avoid delay. A carefully-arranged index of the important items appearing in our columns is published every six months, and with this and a binder which The National Provisioner will furnish, the back numbers of the papers may be neatly kept and quickly referred to for information. The binder is finished in red and black leather, with gold lettering, and sells for \$1.25. It may be had upon application to The National Provisioner, 116 Nassau street, New York.

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COTTONSEED OIL

WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Mississippi Cottonseed Crushers' Association.

Situation Unchanged—Prices Hold Steady—Crude Offerings Still Limited—Consumptive Demand Only Fair—Cotton Conditions Are More Bearish.

Another week has passed without significant fluctuations in the local future market for cottonseed oil. Little has occurred to inspire operations, or to radically change the bearish average of sentiment which has prevailed for some time. About the only feature commented upon was the maintenance of premiums, and the stability of values, notwithstanding the unfriendly attitude which has been shown by many against quotations. Various explanations have been forthcoming, but it appears as though the basis for the steady market is still to be found in the unwillingness of crude mills to relinquish much oil at this time. The prevalence of premiums for the near positions is, of course, a source of encouragement to the comparatively few bulls, but a gradual readjustment would only be natural. From some authorities are claims that, as a result of the limited supplies and the conservative marketing of crude, the premiums will be transferred from one month to another, but it is apparent that this depends upon the development of a consuming trade, and the ability of the South

to hold its oil so as to avoid the possibility of depressing hedge sales.

A canvass of the trade shows that there is not a great deal of optimism at present concerning the volume of consuming inquiry which comes to light from day to day. It is difficult, of course, to ascertain whether the bearish sentiment occasions the pessimistic references to the aggregate consumption of oil or whether the talk of lower prices is really predicated upon the unwillingness of consumers to enter the market. It must be said, however, that offerings of actual oil from the South are only commensurate with this demand, as is best illustrated by the maintenance of relatively high prices for the near month, and the sustained quotations for other deliveries. If it should develop that the light Southern offerings at present will result in augmented accumulations at the mills, there is bound to be that much more pressure than would have otherwise been noted.

The situation from a consuming standpoint is very much mixed. Latest developments at the South practically assure a liberal crop from which to draw supplies. Added to the information that the seed is of better quality than last season, and that the

probabilities favor a slight increase in the crush, is the knowledge that the cotton plant is maturing nicely. The cotton reports issued during the month were in confirmation of these statements, and it is to be remembered that since the average date of the government observations, the weather in the belt has been practically ideal. The condition of the plant on September 25 was given at 69.6. This represented deterioration of only a little more than five points during the month, and in cotton circles it is asserted that the setback in conditions occurred almost entirely during the last week in August and the early part of September. The report compared with 71.1 last year, a ten-year average of 67.5, and was taken as indicating a crop of about 14,000,000 bales of cotton, with the principal concern, the date of killing frosts.

The possibility of quite as much oil being received from a crop of 14,000,000 bales as was obtained from last year's record output has been frequently alluded to. On this account, it is not surprising that many in a position to use cottonseed oil, are awaiting developments. Prices have not declined sufficiently to induce soap-makers to take on much oil, and while there has undoubtedly

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COTTON SEED OIL

Refinery and General Office: LOUISVILLE, KY.

CABLE ADDRESS

"Refinery" Louisville, U. S. A.

been some demand from this contingent, the aggregate inquiry is far below that which was taking place about a year ago. It is only a fair assumption, however, that the demand for the lower grades of cottonseed oil will expand as prices recede.

Many contend that not only is the crude situation far behind that of last season (as far as mills being sold up is concerned), but that refiners have not enjoyed the forward commitments which they made in 1911. This is particularly true of the export situation, and while last season was exceptional, the business transacted thus far is stated to be extremely limited, comprised mainly of the better grades of oil. Still militating against any pronounced export movement of cheap cottonseed oil are the high rates for ocean space, and obviously this is also a handicap to the export trade in general. The disturbed political conditions in Southeastern Europe were commented upon, but seemed without marked effect. A favorable feature toward the probabilities of another good consumptive year is the high lard prices. While there may be a lowering of hog levels later on, the compound lard product is on a basis where a substantial decline in pure lard will not interfere with the consumption of the substitute.

The cotton ginning figures promulgated on the same day as the cotton condition report were also construed as rather bearish, but cannot be accepted as a true exponent of the crop prospects. Most significant in these statistics was the statement that two million bales have been ginned in Texas against

1,668,000 bales last year, thus practically assuring an outturn in that State at least as large as last year's crop of 4,107,000 bales. This left about a million bales ginned in other States to September 25, against about two million the preceding season. The report furthermore makes it clear that the crude situation should not be behind, in Texas, due to the lack of offerings, while in the Southeast it is but natural that offerings are limited, in view of the delayed ginning. Unquestionably, the smaller ginning in the districts east of the Mississippi also suggests a shorter crop in these sections.

Closing prices Saturday, September 28, 1912.—Spot, \$6.22@6.27; October, \$6.23@6.24; November, \$6@6.01; December, \$5.99@6; January, \$6@6.01; February, \$6@6.06; March, \$6.03@6.07; April, \$6.05@6.12; May, \$6.14@6.17. Futures closed at 1 to 5 advance. Sales were: October, 2,200, \$6.26@6.23; November, 900, \$6.02@5.97; December, 700, \$6; January, 3,500, \$6@5.98. Total sales, 7,300 bbls. Good off, \$5.95@6.14; off, \$5.90@6.11; reddish off, \$5.50@6.08; winter, \$6.50@7.75; summer, \$6.30@7.50; prime crude, S. E., \$4.87; prime crude, valley, \$4.93; prime crude, Texas, \$4.87.

Monday, September 30, 1912.—Spot, \$6.18@6.22; October, \$6.19@6.20; November, \$5.94@5.96; December, \$5.94@5.96; January, \$5.95@5.96; February, \$5.96@5.97; March, \$6@6.02; April, \$6.02@6.07; May, \$6.11@6.13. Futures closed at 3 to 6 decline. Sales were: October, 1,600, \$6.25@6.22; November, 1,300, \$5.98@5.97; December, 2,800, \$5.98@5.97; January, 900, \$5.99@5.97. Total sales, 6,700 bbls. Good off, \$5.95@6.08; off, \$5.90@6; reddish off, \$5.50@5.90; winter (\$7-7), \$6.75@7; summer, \$6.25@7.10; prime crude, S. E., \$4.93@5; prime crude, valley, \$4.93@5; prime crude, Texas, \$4.87.

Tuesday, October 1, 1912.—Spot, \$6.18@6.25; October, \$6.18@6.20; November, \$5.94@

5.95; December, \$5.94@5.95; January, \$5.95@5.96; February, \$5.97@5.99; March, \$6@6.02; April, \$6.02@6.10; May, \$6.11@6.15. Futures closed at 1 decline to 1 advance. Sales were: October, 400, \$6.18@6.17; November, 4,200, \$5.94; December, 700, \$5.95@5.94; January, 1,500, \$5.96@5.94. Total sales, 6,800 bbls. Good off, \$5.90@6.09; off, \$5.80@6; reddish off, \$5.50@5.90; winter, \$6.50@7; summer, \$6.35@7; prime crude, S. E., \$4.87@5; prime crude, valley, \$5; prime crude, Texas, \$4.87@5.

Wednesday, October 2, 1912.—Spot, \$6.23@6.30; October, \$6.20@6.22; November, \$5.95@5.96; December, \$5.95@5.96; January, \$5.96@5.97; February, \$5.97@5.98; March, \$6.01@6.02; April, \$6.02@6.08; May, \$6.11@6.13. Futures closed at unchanged to 2 advance. Sales were: Spot, 100, \$6.24; October, 1,900, \$6.27@6.21; November, 4,600, \$6.01@5.96; December, 3,300, \$6@5.96; January, 2,200, \$6@5.96; February, 400, \$5.98@5.97; March, 1,000, \$6.03@6.02. Total sales, 13,500 bbls. Good off, \$5.90@6.10; off, \$5.70@6; reddish off, \$5.40@5.85; winter, \$6.50@7; summer, \$6.40@6.95; prime crude, S. E., \$4.93; prime crude, valley, \$5@5.14; prime crude, Texas, \$4.80.

Thursday, October 3, 1912.—Spot, \$6.25@6.50; October, \$6.28@6.30; November, \$5.98@6; December, \$5.99@6; January, \$6.01@6.02; February, \$6.02@6.05; March, \$6.06@6.10; April, \$6.08@6.15; May, \$6.18@6.20. Futures closed 3 to 8 advance. Sales were: October, 600, \$6.28@6.23; November, 2,100, \$5.98@5.96; December, 4,300, \$5.99@5.96; January, 4,100, \$6.01@5.97; February, 200, \$6.01; March, 3,300, \$6.07@6.02; May, 300, \$6.16@6.15. Total sales, 14,900. Good off, \$5.90@6.12; off, \$5.80@6.04; reddish off, \$5.50@5.98; winter, \$6.50@7.25; summer, \$6.40; prime crude, S. E., \$4.87@4.94; prime crude, valley, \$5@5.14; prime crude, Texas, \$4.80.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

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COTTONSEED OIL SITUATION.(Special Letter to The National Provisioner from
Aspegren & Co.)

New York, October 2, 1912.—The market during the past week was in the main extremely dull and narrow. Occasionally activity was shown, but it was invariably short lived. The extreme fluctuation was 14 points, scored in the October delivery, the balance of the list moving within 5 to 7 points. The only feature was the immediate hardening of values as soon as selling pressure was released.

The consuming trade remains quiet, being just about taken care of by the light selling of crude oil. The domestic consuming trade is certainly disappointing, because comparing values of oil with pure lard the consumption of the former should be tremendous. The light selling of crude oil at this time is also remarkable. The crushing season should now be on in full blast, but the mills certainly show little disposition to trade, except for quick tanks.

As stated above, as soon as the selling pressure is released values immediately firm up. This fact leads us to believe that the "shorts" in the market are beginning to become uneasy on account of the light offerings of crude oil, which latter they had felt would come out in greater volume and carry values lower. Failing this they are now anxious to cover. The only solution is that the buying of European and domestic consumers two to three weeks ago must have been on a heavier scale than the trade then realized. So at the moment it begins to look as if the bottom has again been touched, and the market is due for an advance; that is, to a figure that will induce freer selling again by the crude mills.

COTTON OIL CONSUMPTION CURE.

Cotton oil experts have long contended that their product had great medicinal value, particularly in pulmonary and like diseases. This is confirmed once more this week by reports from Carlisle, Pa., where it is stated that experiments by the State Tuberculosis Dispensary show that in many cases cottonseed oil instead of eggs has given satisfactory results in combating the disease. There are 120 patients, to whom the State furnishes free about 1,600 quarts of milk each month. The distribution of eggs has been discontinued and cottonseed oil has been substituted.

MAJOR JOHN M. CARSON IS DEAD.

Major John M. Carson, former chief of the Bureau of Manufactures, and the man who made that bureau well known the world over, died at a hospital in Philadelphia on Sunday, September 29. He was one of the best-known newspaper men in the country. He was an honorary member of the Inter-State Cotton Seed Crushers' Association, and was very well known in that organization for the interest he took in developing information concerning foreign markets for cottonseed products.

He was born in Philadelphia on June 18, 1838, and after an education obtained in the public schools learned the printing trade. He had been a compositor five years when the civil war broke out, and he deserted the type case for the cause of the Union. He joined the Twenty-seventh Pennsylvania volunteer infantry, was shortly afterward commissioned first lieutenant, later made a captain and served in the army until 1864, when he was compelled to return home because of ill-health.

In 1882 George W. Childs engaged him as correspondent of the Philadelphia Public Ledger, and for twenty-three years he was the most potent writer on national politics the country knew. Under the signature "J. M. C." his articles were quoted everywhere, and he was regarded as the authority on the happenings in Congress and among the executive heads, with all of whom he was on terms of intimate acquaintance.

President McKinley wanted to make him

Cottonseed Products Associations.**INTER STATE COTTON SEED CRUSHERS' ASSOCIATION.**

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Vice-President, M. E. Singleton, E. St. Louis, Ill.
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SPRINGFIELD, OHIO, U.S.A.

Assistant Secretary of the Treasury, but he declined. In 1905, at the persistent demand of President Roosevelt, he retired from newspaper life and became chief of the Bureau of Manufactures.

He was the founder of the Gridiron Club, and was identified with all movements that worked for the elevation of his profession.

Major Carson is survived by his wife, a daughter and a son, Lieutenant Colonel J. M. Carson, U. S. A., now in the Philippines and a famous army engineer.

WANT A GOOD JOB?

There are plenty of men out of employment, but a good packinghouse man need never be idle if he makes use of the "Wanted" department of The National Provisioner.

CHICAGO FERTILIZER MARKET.

(Special Letter to The National Provisioner from The Davidson Commission Co.)

Chicago, October 2.—Trading in animal ammoniates continues very light, and no large sales either for prompt or future delivery are reported. Some few 50 or 100-ton lots are being taken on a basis of \$2.35 and 10c. for prompt or October shipment, and 2½c. to 5c. per unit monthly advance for futures. Blood is offered at \$2.55 per unit and 5c. per unit monthly advance for futures, but the volume of trade is much smaller than usual at this season of the year.

The Southern buyers all report the same conditions prevailing as for several weeks past; that is, an inclination to wait de-

velopments of the cotton crop and probable prices on cottonseed meal, before taking on any considerable amount of animal ammoniates for future delivery. Those who bought early last season had serious cause to regret their purchases, and they are not likely to be caught again in the same way this year, as those who waited until the very last chance to supply their wants for the season secured their product at the lowest price current during the season, and the chances are that the large majority of the buyers will expect a repetition of these conditions and hold off until so late that when all buyers come into the market at once to supply their requirements they will put prices decidedly higher.

Packers generally are showing no special disposition to press their supplies on the market, as with the very much reduced production they believe in better prices later on, so between these two conditions of opinion of buyers and sellers there seems to be little chance for enlarged business for some time to come. (Complete quotations on page 37.)

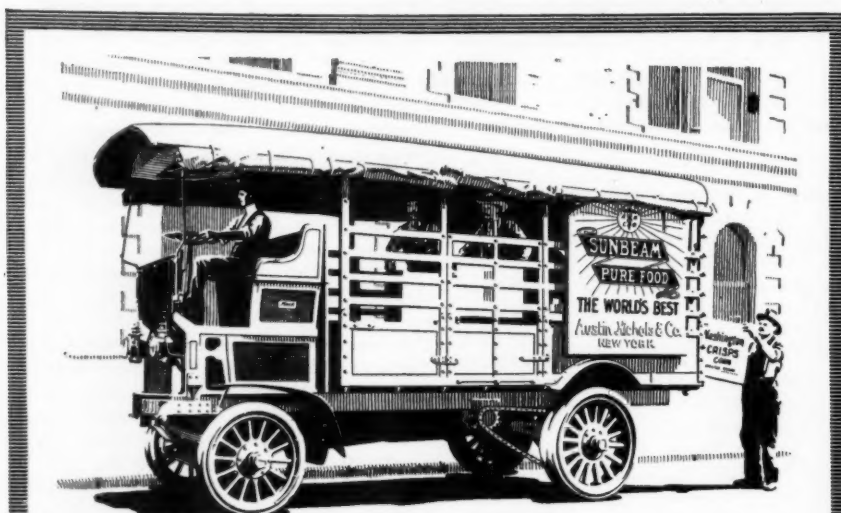
CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, October 2, 1912.—Latest market quotations on chemicals and soapmakers' supplies are as follows: 74 per cent. caustic soda, \$1.70 basis 60 per cent.; 76 per cent. caustic soda, \$1.70@1.75 basis 60 per cent.; 60 per cent. caustic soda, \$1.90 per 100 lbs.; 48 per cent. carbonate soda ash, \$1.10 per 100 lbs.; tale, 1¼@1¾c. per lb.; silex, \$15@20 per ton of 2,000 lbs.; marble flour, \$7.50 per ton of 2,000 lbs.; silicate soda, 85c. per 100 lbs., no charge for barrels; borax, 4½c. per lb.; chloride of lime in casks, \$1.50, and bbls., \$2 per 100 lbs.; carbonate of potash, 4@4½c. per lb.; electrolytic caustic potash, 90@92 per cent., at 4¾@5c. per lb.

Genuine Lagos palm oil in casks, 7@7¼c. per lb.; clarified palm oil in bbls., at 7½c. per lb.; prime red palm oil in casks, 6¾@7c. per lb.; prime palm kernel oil in casks of about 1,200 lbs., 8¾@8½c. lb.; green olive oil, 75c. per gal.; yellow olive oil, 85@90c. per gal.; green olive oil foots, 7¼@7½c. per lb.; peanut oil, 65@75c. per gal.; Ceylon coconut oil, 9¼@9½c. per lb.; Cochin coconut oil, 10¾@11c. per lb.; cottonseed oil, 6½@6¾c. per lb.; corn oil, 6.05@6.15c. per lb.; soya bean oil, 6½@6¾c. per lb.

Prime city tallow, 6¼c. per lb.; oleostearine, 13½@14c. per lb.; house grease, 6@6¼c. per lb.; brown grease, 5½@5¾c. per lb.; yellow packer's grease, 6@6¼c. per lb.



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Proved by 12 years of real service. Proved by 17 years of real service. Proved by 10 years of real service.

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All sizes (1 to 10 tons) and styles of bodies.

Write to our Engineering Department for data on the use of motor-trucks by Grocers, Butchers (wholesale and retail), Provisioners and Commission Merchants.

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WHAT TO USE AND WHY

You hear of the best this and the best that, until you wonder which really is best, and if after all you had not better let well enough alone.

But letting well enough alone never increased the profits of the cash drawer. That

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Sanitary
Cleaner and Cleanser

Indian in Circle



In Every Package

does not let well enough alone, but cleans everything positively clean and sanitary; that it does it without injury to the thing cleaned; that it removes the fats, greases and etc., but does not prevent their recovery, and resale are but a few things that every user of this material will tell you. Don't you think a cleaning material that will do even these things proves itself a better cleaner. Order from your supply house.

THE J. B. FORD COMPANY, Sole Mfrs., Wyandotte, Mich.

This Cleaner has been awarded the highest prize wherever exhibited

HIDES AND SKINS

(DAILY HIDE AND LEATHER MARKET)

Chicago.

PACKER HIDES.—The tone of the market continues generally firm, and although trading has been on a moderate scale for several weeks past packers are not accumulating any supplies outside of some native cows, which have been less readily sold than other kinds. Packers are asking higher prices on native steers, but the only sale at any higher price this week was the lot of September Colorados at 17½c. noted recently, but these were sold by a packer who usually secures a premium for his Colorados. As previously noted there are some inquiries here from abroad for packer hides, which causes packers to feel extra strong. There have been some inquiries from European tanners for branded bulls and branded cows, and also from Japan and China for heavy Texas steers owing to the high prices prevailing for River Plate branded hides and the advancing tendency on these. Native steers are firm on the basis of 19½c., as per last sales, but packers are asking more. There are a few September-October salting offered at 19½c., but for September salting alone 20c. is asked. One packer has 3,000 Septembers on hand, which he is holding at 20c. Texas steers are steady to firm on the basis of last trading at 17¼c. for heavies, 17½c. for lights and 17c. for extremes. One packer who has all his September Texas has been declining the above prices, but may have accepted later, as this packer is rumored to have sold. Butt brands are relatively stronger than other kinds of branded, owing to a demand for these from harness tanners who are using them in place of native steers. There are reports of a sale at 17¼c., which is ¼c. up, but late October and November salting is offered at 17½c. Colorados are firm, with one sale of four cars of Septembers as noted yesterday at 17½c., and other packers generally asking 17½c. for September and early October and tanners bidding 17¼c. Branded cows are nominally unchanged at 17c., with no late sales noted and light offerings. Native cows are quiet and in some accumulation. The last sale of September heavy cows was at 17¼c., and packers had been asking 18c. Light cows are offered freely at 17¼c., and unsold. Native bulls last sold at 15¼@15½c. ahead, and are all cleaned up to January 1 by regular packers except one small carload of August to January at Kansas City, of which less than 200 are on hand, and also a few November-December at another Southwestern point. Branded bulls firm.

Later.—It is reported that a packer who had most of his September hides unsold has now cleaned out nearly all of them. Details are not given out, but probably as high if not higher prices were obtained as other packers secured. It is known this packer got ¼c. more for Colorados as per the sale at 17½c., and possibly obtained 17½c. for Sept. butt brands as per a report of sales at 17½c., and probably sold his Texas at the same price as others, or 17¼c. for

heavies, 17½c. for lights and 17c. for extremes.

Later.—The sale of butt brands at 17¼c. is confirmed, and consisted of three cars of September-October salting by a packer. This packer is also reported to have sold his September Texas at 17¼c. for heavies, 17½c. for lights and 17c. for extremes, also one car of September heavy native cows at 18c. with two cars of October heavy native cows at 17¼c., also 1,500 September light native cows at 17¼c., and this entire month of September branded cows at 17c.

COUNTRY HIDES.—Trading has been active again this week, as per large sales noted yesterday, aggregating close to 25,000 bufs, heavy cows and extremes, including stock sold from outside points on Chicago freight basis. Although over 60,000 hides have been sold in all this week and last, dealers expect to make most of their deliveries this month, as cooler weather will bring in more receipts from country points. Tanners know, however, that they will get very good hides, even if they are shipped in November. Bufts continue unchanged here at 15¼c. for regular stock, while patent leather tanners are still paying ¼c. premium for special selections, and some special weights and selections of bufts are claimed sold at as high as 15½c. here. No further large sales have been made. Heavy cows continue the same as bufts at 15¼c., and in late large sales both sold together. Extremes rule at 16c., as per late large sales, and special selections are still taken at 16¼c. Heavy steers firm 15½@16c., choice butcher lots 16½c., and small packers proportionately more. Bulls are in good demand, as well as heavy steers from big Western tanners, owing to packer bulls being closely sold up and packer native steers bringing high rates. Market 12¾@13c. Branded hides are strong. Lots shipped in here that are mostly cows bring 13½@14c. flat out of bundle, and sales are reported at choice Southwestern points at ½c. over these rates.

Later.—There is still a fair demand from the big tanning corporations for 45-lb. and up cows at 15¼c. for desirable quality stock, with thin lace leather hides rejected.

CALFSKINS.—Market quiet but unchanged. Packers held 22c. no sales. Best Chicago cities 31c., regular Chicago cities 20¼@20½c., outside cities 20@20½c., and countries 19@19¼c. Kips are firm. Two large packers have sold their October kips at 18½c., and these fall kips are considered better than summer stock, which is the reverse of calfskins.

SHEEPSKINS.—Packers are holding their October sheep and lambs at from \$1.20@1.40, according to points, etc. There is little stock now that can be classed as shearlings. Country lambs and sheep are held at \$1@1.10, and shearlings 75@85c.

New York.

DRY HIDES.—No trading was noted again today in common varieties, and offerings have been slightly increased by some small arrivals, including 1,331 Puerto Cabellos, etc., per the "Caracas," and 518 Orinocos per the "Maracas." The River Plate market continues high and strong. It is reported that sales have been made in Boston of Buenos Ayres at 29c., and some importers here say that they cannot sell at as low as this, as their cables on regular weight Buenos Ayres quote up to 29¾c. Best Cordovas are not quoted under 31c., but some of the inferior descriptions of Cordovas are quoted down to 30c. Montevideos are reported to be

bringing fully as high prices as Cordovas. Offerings are still light of River Plates.

WET SALTED HIDES.—River Plates continue strong and advancing, and two different cables here report that 4,000 Sansinena frigorifico steers were sold at 17¼c., which is about ¾c. higher than a week ago. One cable also reports a sale of 4,000 La Plata Cold Storage Co. frigorifico steers at 15½c. It is reported here that Europe bought these hides. Mexicans continue strong and quoted at 15¼@15½c. for best coast varieties. The S. S. "Saratoga" brought 926 bdls. of Havanais for export, and 333 bdls. to order.

CITY PACKER HIDES.—The market rules very firm, and it is reported that one local packer who refused to sell his branded steers as noted yesterday at 17½c. for butt brands, and 17¼c. for Colorados, has sold a car of September butt brands alone at the advanced price of 17¼c. There are no native steers to offer here before possibly late in October.

COUNTRY HIDES.—There is a somewhat firmer feeling in the market superinduced by the big sales during the past ten days in the West, and though some occasional lots are offered here at what would look like attractive prices most dealers are unwilling to sell except at full values. One car of all weight cows was offered here today from an Ohio point guaranteed to run 50 per cent. extremes at 15½c. selected. No offerings are noted of Ohio and Pennsylvania bufts at under 15¼c., and some are now asking 15½c., and extremes are generally held at 16¼c. A car of Ohio heavy bulls is reported sold at 12¾c., although full confirmation on this lot has not been obtained. There are some offerings of all No. 2 heavy bulls at 11¾c.

CALFSKINS.—The market continues rather easy, but offerings are so light that dealers are not especially anxious to sell. New York cities continue quotable at \$1.80@1.82½, \$2.25@2.27½ and 2.57½@2.60. Countries are selling in small lots at \$1.00, \$2.05 and \$2.40, and straight outside cities from 5@10c. more as to lots, etc.

HORSE HIDES.—The market is quiet, but prices appear somewhat firmer on fresh receipt stock. Outside cities rule at \$4@4.10, mixed cities and countries \$3.90@4, and countries alone nominal at \$3.75@3.85, as there are no countries of consequence offered as yet. Fronts are nominal at a range of \$3.05@3.15 as to lots, with some still held up to \$3.20 and no trading noted. Butts rule at \$1.22½@1.25, and some held up to \$1.27½.

European.

Some tanners claim that they could pick up large quantities of German skins at private sale that are being held up at auctions on account of the boycott, but importers say that most of these skins available are heavy weights, and the demand here is principally for light weights. There are some reports of an easier market abroad in calfskins, which is not confirmed by some importers here, although it is noticed that some stock is being offered at less than some recently extremely high prices talked. There are offerings from Europe of Courland Schaaren slaughter calf at 68c., and it is believed that a bid of 67c. or possibly 66c. would buy these. Some trading is claimed in Swedish light cows at 16¼c. c. i. f., with 3 per cent. shrinkage, but there are offerings here at 16¼c. that are unsold. One Newark tanner reports buying a car of Paris city spready steers at 18½c. c. i. f. 3 per cent., but it is evidently so-called Paris cities, as auction spready steers figure out around 19½c.

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Our Specialty: Horns and Shin Bones
M. K. PARKER & CO., 607-608-609 Postal Telegraph Bldg., Chicago, U.S.A.

Chicago Section

Wilson's middle name must be Job.

That A. M. P. A. convention's the thing!

Some animals have two legs—one on each side.

Nothing of late about boiling the water before eating it.

Now it's up to some jiggers to name his dog Armageddon.

Did you ever notice that to be really reprehensible depends largely upon who does it?

September did not look upon, or into, that lace curtain shirtwaist with any degree of warmth.

Senator La Follette seems to be playing a lone hand—herding all together by himself, as it were.

Now that they have taken to calling him "Woody," it's all off. May as well throw up the sponge, Prexy.

Speaking of aviation meets, it's so easy for the bottom to drop out of the air, evidently. Going down!

Every candidate for every imaginable job on the list is confident he'll win—and—well, that's the proper spirit, anyhow.

There will be a whole lot of "progressive" people vote for the three candidates. No one man has any patent on progress.

A sidewalk, as a sidewalk, may be all right, but as a bed it is the ultimate of impossibility, not to mention discomfort.

Swift & Company's sales of fresh beef in Chicago for the week ending Saturday, September 28, 1912, averaged 10.53 cents per pound.

Larry McGann, commissioner of public works, is having a terrible time letting that garbage contract, worth \$300,000 per year to any purchaser—perhaps.

That dinged car strike is threatening to become imminent again. As before stated in this column, strikes are always imminent, so govern thou thy business according!

Charley Sterne is back on the job. Sent down some fine husky "muskies" and a bunch of the boys had a great old feed at a nearby café the other night, so we heard.

Don't need to take in a boxing match. Just get ready to go and watch 'em kick the slats in, and the wadding outen each other on the football field. Gee! but it's great fun—to watch 'em!

Some experts claim corn should be bought on "dips" and oats sold on "hard spots." Others claim May wheat is a buy on good "breaks." Take your choice. Go dippy or broke, as you please!

Midsummer night's dream by Matt Parker: "Avaunt an' quit thy kiddin', thy bones are chalky, thy blood does not analyze 10 per cent. ammonia! And yet, methinks—" Then he woke up!

"Jack" Agar (Jim's son—nuff sed) is taking a trip around the world prior to settling down to the work and worry undetachable from his chosen profession—that of packer. When last heard from he was in gay Paree. While only a young chap, he can be counted on to take care of himself.

Harry A. Chetham, secretary to President Louis F. Swift, of Swift & Company, is passing the "Tom Palmers" in celebration of the arrival of "Grace Elizabeth." Harry always was a great man for averages, and the fitness of things. He now has a boy and a girl to ride in the tonneau of the new Knox.

The Chicago Reduction Company received approximately \$50,000 per year from the city for disposing of its garbage, and was supposed to make a profit of \$300,000 annually thereon! This year the Council Finance Committee proposed to take bids for the garbage contract, but so far no one seems anxious to connect.

According to an eminent authority, railroad trains, aside from their playful way of ditching themselves and cargo, carry billions of germs, whose specialties range from whooping cough to cholera. And they're planted everywhere from the water tank even unto the upper berth, thereby showing their impartiality as regards comfort, also their deadly earnestness.

Excerpts from a few hot shots appearing in our Chicago dailies:

"Never mind, Colonel, if you have lost your voice. We don't go to hear you talk!"

"What's the difference between the Bull Moose campaign and a circus parade?" "In

the latter instance the steam calliope brings up the rear!"

"Now and then from out of the wilderness we hear a still small voice; sounds like someone running for V. P."

What the blazes does "Hogs suffer declines" mean, in large letters preceding a dissertation on the hog market? Did anyone ever see a hog "suffer" anything—that is, a healthy hog? Never! His idea is just the antithesis of suffering, and that is to be willfully and ignorantly happy, and as a rule beastly healthy. Tuberculosis is a decline, of course, which may account to some extent for the headline in question. Even when you kill a hog he doesn't suffer. He gets sore about it and kicks to beat the band, but that's all. The farmer may suffer when the market drops on the hog "declines," but the darned hog—never!

CONVENTION FOREWORDS.

"Now is the season of our discontent!" Remedy: Go to the convention and let 'er went!

There are no favorites played at the American Meat Packers' Convention. All one family.

That cheery, buzzing sound you cannot quite place is the Cincinnati crowd preparing to attend the convention.

When you look over that entertainment committee it reads like: "Sell your hammer and buy a horn!" Also: "Come into the garden, Maude!" Yes, indeed! Now, all push together!

The cost of high living, or rather the high cost of living, involves so many and varied ideas, taking all the patter appearing in our newspapers for it, that the simplest way out of the mess is to—attend that "Flank Steak Dinner," that's all!

When the meeting of the convention committees elsewhere mentioned was being canvassed for automobiles, W. B. Davies, the packers' supply man, announced, characteristically, "None, possibly one!" And, remarked the chairman: "That subject to discount, Mr. D."

The packers' convention this year will be something to be remembered with pleasure and satisfaction for some time to come. Whatever you do, don't miss this year's meeting. Albert Rohe, the irrepressible New Yorker, may be counted on to attend, which certainly ought to be some inducement to others.

At a meeting of the banquet and entertainment committees last week Mr. J. S. Agar announced that flank steak would be the piece de resistance (or something like that) at the convention banquet this year; and added that he was a guest at such a dinner recently, and everyone went into ecstasies over it. The chairman remarked: "Possibly, but I don't think the ecstasies were entirely due to the effects of the flank steak, however!"

This being a year of bumper crops of all kinds of grain, fruits, candidates, etc., the Chicago members of the American Meat Packers' Association are working hard to have a bumper attendance at the convention this year, and wish to announce to their friends all over the country that every feature of the meeting will be par excellence, and earnestly desire their presence. Now prepare to come and meet your friends. Next year you may not be able to attend.

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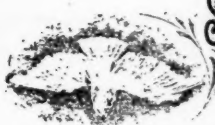
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NEW YORK, Apr. 1st, 1912.

Messrs. Morris & Co.,
New York, N.Y.

Gentlemen:

Date of analysis: Mar. 30, 1912.
Report #16493.

At the request of the NEW ENGLAND SELLING CO. we
have analyzed your ANHYDROUS AMMONIA, with the following results:

Non-condensable gases - - 0.1 cc. per gram
Evaporation residue (water) 0.0063% by weight
Oils - - - - - Absent
Pyridine bases and coal
tar products - - - Absent

The results of the analysis show the ammonia to be
very pure, dry, free from oils, pyridine bases and coal tar pro-
ducts, and particularly free from non-basic gases. The amount
of these non-basic gases, 0.1 cc. per gram, is well below the
limits set by good authorities for the best commercial anhydrous
ammonia.

Our judgment is that your ammonia is well suited to
give excellent results in refrigeration practice.

Very respectfully,

SCIENTIFIC STATION FOR PURE PRODUCTS,

Dr. C. W. Lillie Manager.

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pure it reduces machine
wear to a minimum.

A test will prove all we
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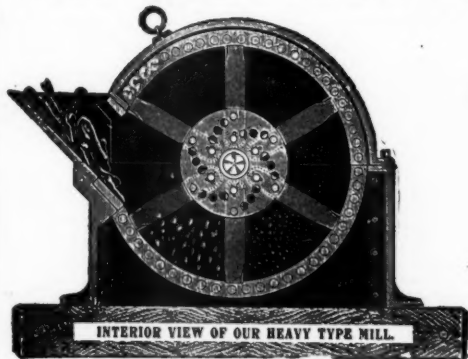
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Highest Prices Paid for Suet, Shop Fat, Long Fat, Hides, etc.

Stock Yards, 30th & Race Sts.

CHICAGO LIVE STOCK

RECEIPTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Monday, Sept. 23.....	23,847	1,737	23,225	48,641
Tuesday, Sept. 24.....	7,228	1,035	12,658	43,931
Wednesday, Sept. 25.....	18,394	1,633	18,875	46,189
Thursday, Sept. 26.....	5,276	798	13,452	33,029
Friday, Sept. 27.....	2,187	238	11,318	3,205
Saturday, Sept. 28.....	419	14	7,005	2,226
Total last week.....	57,351	5,455	86,533	177,221
Previous week.....	50,133	5,940	99,833	152,631
Cor. week, 1911.....	58,937	8,609	124,146	157,377
Cor. week, 1910.....	70,316	7,687	84,037	203,193

SHIPMENTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Monday, Sept. 23.....	2,864	114	4,288	7,116
Tuesday, Sept. 24.....	3,022	30	855	9,595
Wednesday, Sept. 25.....	4,634	108	2,282	15,261
Thursday, Sept. 26.....	5,555	177	2,516	12,071
Friday, Sept. 27.....	2,575	101	1,258	8,359
Saturday, Sept. 28.....	230	—	840	561
Total last week.....	18,880	530	12,039	52,063
Previous week.....	15,842	531	18,470	34,789
Cor. week, 1911.....	22,900	1,134	17,006	64,297
Cor. week, 1910.....	31,410	846	14,907	113,805

CHICAGO TOTAL RECEIPTS LIVE STOCK.

	Cattle.	Hogs.	Sheep.
Year to Sept. 28, 1912.....	1,875,307	5,407,537	3,995,052
Same period, 1911.....	2,087,223	5,133,466	3,743,941

Combined receipts of hogs at eleven points:	
Week ending Sept. 28, 1912.....	313,000
Previous week.....	323,000
Year ago.....	304,000
Two years ago.....	293,000
Total year to date.....	18,228,000

Receipts at six points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City) as follows:	
Week to Sept. 28, 1912.....	220,700
Week ago.....	205,300
Year ago.....	214,000
Two years ago.....	200,400

CHICAGO PACKERS' HOG SLAUGHTER.

Week ending Sept. 28, 1912:	
Armour & Co.....	19,000
Swift & Co.....	14,300
S. & S. Co.....	7,200
Morris & Co.....	5,400
Anglo-American.....	3,500
Boyd-Luchman.....	2,600
Hammond Co.....	2,600
Western P. Co.....	4,900
Miller & Hart.....	2,300
Independent P. Co.....	3,900
Brennan P. Co.....	3,300
Others.....	5,000
Totals.....	76,600
Previous week.....	83,400
1911.....	106,100
1910.....	70,200
Total year to date.....	4,250,400
Same period last year.....	4,122,100

WEEKLY AVERAGE PRICE OF LIVE STOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
This week.....	\$7.85	\$8.55	\$4.00	\$6.90
Previous week.....	8.10	8.39	4.25	7.10
Cor. week, 1911.....	6.85	6.50	3.90	5.80
Cor. week, 1910.....	6.45	8.78	4.05	6.65
Cor. week, 1909.....	6.60	8.14	4.60	6.50

CATTLE.

Good to choice steers.....	\$0.50@11.00
Common to fair heaves.....	6.50@ 7.75
Inferior killers.....	5.50@ 6.50
Range steers.....	6.50@ 6.65
Fair to fancy yearlings.....	7.25@ 10.50
Canner bulls.....	2.25@ 3.60
Good to choice cows.....	5.90@ 8.00
Common to good vealers.....	10.00@ 11.50
Heavy calves.....	5.50@ 9.00
Feeding steers.....	5.25@ 8.00
Stockers.....	4.40@ 7.00
Medium to good beef cows.....	3.50@ 5.50
Common to good cutters.....	3.00@ 4.00
Inferior to good canners.....	2.75@ 3.75
Fair to good heifers.....	5.50@ 8.50
Butcher bulls.....	5.50@ 7.00
Bologna bulls.....	4.25@ 5.00

HOGS.

Good to prime heavy.....	\$8.00@8.85
Good to prime butchers.....	8.70@9.00
Fair to good heavy packing.....	8.35@8.50
Light mixed, 175 lbs. and up.....	8.50@8.80
Choice light, 170 to 200 lbs.....	8.60@8.80
Pigs, 110 lbs. and under.....	5.00@6.75
Pigs, 110 to 140 lbs.....	6.75@7.50
Bears, according to weight.....	3.00@4.25
*Stage, according to weight.....	8.00@8.60

*All stage subject to 50 lbs. dockage.

SHEEP.

Range yearlings.....	\$4.75@5.60
Native yearlings.....	5.00@5.70
Native lambs.....	6.25@6.75
Range lambs.....	6.75@7.10
Feeding lambs.....	5.50@6.50
Feeding wethers.....	3.90@4.10
Breeding ewes.....	3.75@4.40
Good to choice wethers.....	4.00@4.25
Good to choice ewes.....	3.50@4.15

CHICAGO PROVISION MARKET

Range of Prices.

SATURDAY, SEPTEMBER 28, 1912.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
September.....	16.30	16.37½	16.30	16.35
October.....	18.20	18.22½	18.15	18.20
May.....	—	—	—	17.90
LARD—(Per 100 lbs.)—				
September.....	10.95	10.95	10.92½	11.02½
October.....	10.95	10.95	10.90	11.02½
December.....	—	—	—	10.65
January.....	10.50	10.52½	10.47½	10.47½
May.....	10.15	10.15	10.07½	10.07½
RIBS—(Boxed, 25c. more than loose)—				
September.....	10.55	10.55	10.45	10.52½
October.....	9.75	9.75	9.72½	10.45
January.....	9.60	9.62½	9.60	9.60

MONDAY, SEPTEMBER 30, 1912.

PORK—(Per bbl.)—				
September.....	16.30	16.32½	16.30	16.27½
October.....	16.37½	16.47½	16.37½	16.35
January.....	18.20	18.30	18.20	18.27½
May.....	17.90	17.95	17.90	17.95
LARD—(Per 100 lbs.)—				
September.....	10.97½	11.05	10.97½	11.05
October.....	10.92½	11.05	10.92½	11.02½
December.....	—	—	—	10.67½
January.....	10.50	10.55	10.42½	10.55
May.....	10.05	10.12½	10.02½	10.12½
RIBS—(Boxed, 25c. more than loose)—				
September.....	10.57½	10.72½	10.57½	10.65
October.....	10.50	10.52½	10.50	10.50
January.....	9.75	9.80	9.75	9.80
May.....	—	—	—	9.65

TUESDAY, OCTOBER 1, 1912.

PORK—(Per bbl.)—				
October.....	16.40	16.50	16.40	16.50
January.....	18.30	18.50	18.30	18.47½
May.....	18.10	18.15	18.10	18.15
LARD—(Per 100 lbs.)—				
October.....	11.02½	11.15	11.02½	11.15
December.....	10.72½	10.75	10.72½	10.75
January.....	10.57½	10.60	10.57½	10.60
May.....	10.15	10.15	10.12½	10.12½
RIBS—(Boxed, 25c. more than loose)—				
October.....	10.60	10.62½	10.57½	10.60
January.....	9.82½	9.87½	9.82½	9.87½
May.....	9.70	9.70	9.70	9.70

WEDNESDAY, OCTOBER 2, 1912.

PORK—(Per bbl.)—				
October.....	16.50	16.85	16.55	16.82½
January.....	18.50	18.7½	18.50	18.87½
May.....	18.40	18.47½	18.40	18.47½
LARD—(Per 100 lbs.)—				
October.....	11.20	11.27½	11.20	11.25
December.....	10.85	10.92½	10.85	10.92½
January.....	10.65	10.77½	10.65	10.75
May.....	10.15	10.30	10.15	10.30
RIBS—(Boxed, 25c. more than loose)—				
October.....	10.62½	10.72½	10.62½	10.70
January.....	9.90	10.05	9.90	10.05
May.....	9.75	9.82½	9.75	9.82½

THURSDAY, OCTOBER 3, 1912.

PORK—(Per bbl.)—				
October.....	16.85	16.90	16.62½	16.65
January.....	18.92½	19.10	18.90	19.02½
May.....	18.00	18.70	18.00	18.70
LARD—(Per 100 lbs.)—				
October.....	11.30	11.37½	11.25	11.32½
December.....	10.97½	11.07½	10.97½	11.02½
January.....	10.80	10.90	10.80	10.85
May.....	10.35	10.45	10.32½	10.40
RIBS—(Boxed, 25c. more than loose)—				
October.....	10.70	10.70	10.60	10.60
January.....	10.05	10.15	10.05	10.12½
May.....	9.90	10.00	9.87½	9.95

FRIDAY, OCTOBER 4, 1912.

PORK—(Per bbl.)—				
October.....	16.85	16.90	16.62½	16.65
January.....	18.92½	19.10	18.90	19.02½
May.....	18.75	19.02½	18.70	19.02½
LARD—(Per 100 lbs.)—				
October.....	11.32½	11.47½	11.32½	11.47½
December.....	11.05	11.22½	11.05	11.22½
January.....	10.87½	11.00	10.85	10.97½
May.....	10.40	10.55	10.40	10.50
RIBS—(Boxed, 25c. more than loose)—				
October.....	10.65	10.75	10.60	10.75
January.....	10.12½	10.25	10.12½	10.25
May.....	9.97½	10.07½	9.97½	10.07½

†Bld. †Asked.

CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Terry & Son, 41st and Halsted Streets.)

Native Rib Roast	22	25
Native Sirloin Steaks	25	28
Native Porterhouse Steaks	35	38
Native Pot Roasts	16	18
Rib Roasts from light cattle	12½	15
Beef Stew	12½	15
Boneless Corned Briskets, Native	16	18
Corned Rumps, Native	16	18
Corned Ribs	10	12
Corned Flanks	10	12
Round Steaks	22	24
Round Roasts	18	22
Shoulder Steaks	15	18
Shoulder Roasts	15	18
Shoulder Neck End, Trimmed	12½	15
Rolls Roast	18	22
Lamb.		
Hind Quarters, fancy	18	22
Fore Quarters, fancy	12½	15
Legs, fancy	20	22
Stew	10	12
Chops, shoulder, per lb.	16	18
Chops, rib and loin, per lb.	30	35
Chops, Frenched, each	15	18
Mutton.		
Legs	12½	15
Stew	6	8
Shoulders	12½	15
Hind Quarters	11	13
Fore Quarters	8	10
Rib and Loin Chops	16	18
Shoulder Chops	12½	15
Pork.		
Pork Loins	22	25
Pork Chops	24	28
Pork shoulders	18	22
Pork Tenderloins	40	45
Pork Butts	20	25
Spare Ribs	14	18
Hocks	11	13
Pigs' Heads	8	10
Leaf Lard	16	18
Veal.		
Hind Quarters	18	22
Fore Quarters	14	18
Legs	20	24
Breasts	15	18
Shoulders	16	18
Cutlets	30	35
Rib and Loin Chops	25	30
Butchers' Offal.		
Suet	8½	10
Tallow	4	5
Bones, per cwt.	10	12
Calfskins, 8 to 15 lbs.	18½	20
Calfskins, under 8 lbs. (deacons)	65	75
Kips	14	16

AUTOMATIC
IMPROVED

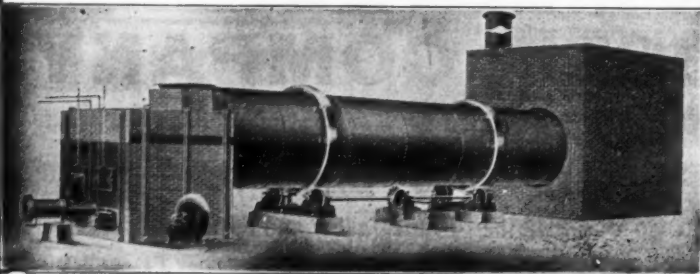
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Send for Catalogue T. B.

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CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.	
Good native steers	14 1/2 @ 15 1/2
Native steers, medium	12 @ 13
Helpers, good	12 @ 12 1/2
Cows	9 1/2 @ 10 1/2
Hind Quarters, choice	@ 18
Fore Quarters, choice	@ 11 1/2

Beef Cuts.

Cow Chunks	7 1/2 @ 9 1/2
Steer Chunks	@ 11 1/2
Boneless Chunks	@ 10
Medium Plates	@ 7 1/2
Steer Plates	@ 8 1/2
Cow Rounds	9 @ 10 1/2
Steer Rounds	@ 13
Cow Loins	11 1/2 @ 16 1/2
Steer Loins, Heavy	@ 27 1/2
Beef Tenderloins, No. 1	@ 30
Beef Tenderloins, No. 2	@ 28 1/2
Strip Loins	@ 14 1/2
Sirloin Butts	@ 14 1/2
Shoulder Clods	@ 11
Boils	@ 12
Rump Butts	10 1/2 @ 13 1/2
Trimnings	@ 7
Shank	@ 5
Cow Ribs, Common, Light	@ 9
Cow Ribs, Heavy	@ 16
Steer Ribs, Light	@ 18 1/2
Steer Ribs, Heavy	@ 26
Loins Ends, steer, native	@ 15
Loins Ends, cow	@ 15
Hangin' Tenderloins	@ 8
Flank Steak	@ 13
Hind Shanks	@ 5

Beef Offal.

Brains, each	@ 6
Hearts	@ 6 1/2
Tongues	@ 19
Sweetbreads	20 @ 23
Ox Tail, per lb.	@ 5 1/2
Fresh Tripe, plain	@ 4
Fresh Tripe, H. C.	@ 5 1/2
Brains	@ 5
Kidneys, each	@ 7

Veal.

Heavy Carcass Veal	10 1/2 @ 12 1/2
Light Carcass	@ 14 1/2
Good Carcass	@ 16 1/2
Good Saddles	@ 17 1/2
Medium Racks	@ 13
Good Racks	@ 14

Veal Offal.

Brains, each	@ 4
Sweetbreads	40 @ 50
Plucks	30 @ 40
Heads, each	15 @ 20

Lambs.

Good Caul	@ 11
Round Dressed Lambs	@ 12
Saddles, Caul	@ 12 1/2
Tenderloins	@ 9
Caul Lamb Racks	@ 9
R. D. Lamb Saddles	@ 15
Lamb Fries, per pair	@ 10
Lamb Tongues, each	@ 4
Lamb Kidneys, each	@ 1 1/2

Mutton.

Medium Sheep	@ 8
Good Sheep	@ 9
Medium Saddles	9 1/2 @ 10
Good Saddles	@ 12 1/2
Good Racks	@ 7
Medium Racks	@ 6 1/2
Mutton Legs	@ 8 1/2
Mutton Loins	@ 8 1/2
Mutton Stew	@ 5
Sheep Tongues, each	@ 2 1/2
Sheep Heads, each	@ 7

Fresh Pork, Etc.

Dressed Hogs	12 1/2 @ 13 1/2
Pork Loins	@ 17
Leaf Lard	@ 12 1/2
Pork Loin	@ 30
Spare Ribs	@ 10 1/2
Butts	14 1/2 @ 17
Hocks	@ 8 1/2
Trimnings	11 @ 11 1/2
Extra Lean Trimnings	12 @ 12 1/2
Tails	@ 7
Snouts	@ 4 1/2
Pigs' Feet	@ 4
Pigs' Heads	@ 6
Blade Bones	@ 7
Blade Meat	@ 8 1/2
Cheek Meat	@ 9 1/2
Hog livers, per lb.	@ 2
Neck Bones	@ 3
Skinned Shoulders	13 @ 13 1/2
Pork Hearts	@ 7
Pork Kidneys, per lb.	@ 4
Pork Tongues	10 @ 11 1/2
Slip Bones	@ 5
Tail Bones	@ 8 1/2
Brains	@ 4
Backfat	@ 14 1/2
Hams	@ 12
Calas	@ 12 1/2
Bellies	@ 14 1/2
Shoulders	@ 12 1/2

SAUSAGE.

Columbia Cloth Bologna	@ 11
Bologna, large, long, round, in casings	@ 10 1/2

Choice Bologna	@ 14
Frankfurters	@ 12
Blood, Liver and Headcheese	@ 11
Tongue	@ 13
Mixed Sausage	@ 13 1/2
Luncheon Sausage, cloth paraffine	@ 16 1/2
New England Sausage	@ 16 1/2
Compressed Luncheon Sausage	@ 16 1/2
Special Compressed Ham	@ 16 1/2
Berliner Sausage	@ 15 1/2
Boneless Butts in casings	@ 24
Oxford Butts in casings	@ 15 1/2
Polish Sausage	@ 12
Garlic Sausage	@ 12 1/2
Country Smoked Sausage	@ 14
Farm Sausage	@ 15
Pork Sausage, bulk or link	@ 11 1/2
Pork Sausage, short link	@ 12
Boneless Pigs' Feet	@ 9 1/2
Hams, Bologna	@ 15 1/2

Summer Sausage.

Best Summer, H. C., Medium Dry	@ 23 1/2
German Salami, Medium Dry	@ 21 1/2
Italian Salami	@ 26 1/2
Holsteiner	@ 17
Mettwurst, New	@ 18 1/2
Farmer	@ 18 1/2

Sausage in Oil.

Smoked Sausage, 1-50	\$6.00
Smoked Sausage, 2-20	5.50
Bologna, 1-50	5.50
Bologna, 2-20	5.00
Frankfurt, 1-50	6.00
Frankfurt, 2-20	5.50

VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels	\$9.75
Pickled Plain Tripe, in 200-lb. barrels	6.50
Pickled H. C. Tripe, in 200-lb. barrels	7.75
Pickled Ox Lips, in 200-lb. barrels	12.50
Pickled Pigs' Snouts, in 200-lb. barrels	15.50
Lamb Tongues, Short Cut, barrels	34.50

CORNED, BOILED AND ROAST BEEF.

	Per doz.
1 lb., 2 doz. to case	\$1.90
2 lbs., 1 or 2 doz. to case	3.40
6 lbs., 1 doz. to case	13.25
14 lbs., 1/2 doz. to case	29.00

EXTRACT OF BEEF.

	Per doz.
2-oz. jars, 1 doz. in box	\$3.25
4-oz. jars, 1 doz. in box	6.25
8-oz. jars, 1/2 doz. in box	11.50
16-oz. jars, 1/2 doz. in box	22.50
2, 5 and 10-lb. tins	\$1.50 per lb.

BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels	@ 16.50
Plate Beef	@ 16.50
Prime Mess Beef	@ 16.50
Extra Mess Beef	@ 16.50
Beef Hams (220 lbs. to bbl.)	@ 19.00
Rump Butts	@ 22.50
Mess Pork, new	@ 22.50
Clear Fat Backs	@ 22.50
Family Back Pork	@ 22.50
Bean Pork	@ 18.00

LARD.

Pure leaf, kettle rendered, per lb., tes.	@ 12 1/2
Pure lard	@ 11 1/2
Lard, substitutes	@ 9 1/2
Lard, compound	@ 8 1/2
Coking oil, per gal., in barrels	@ 55
Barrels, 1/4 c. over tierces; half barrels, 1/4 c. over tierces; tubs and pails, 10 to 80 lbs., 1/4 to 1 c. over tierces.	

BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chi-	15 1/2 @ 19 1/2
COOKS' and bakers' shortening, tubs.	13 @ 14

DRY SALT MEATS.

(Boxed. Loose are 1/4 c. less.)	
Clear Bellies, 14 @ 16 avg.	@ 13 1/2
Clear Bellies, 18 @ 20 avg.	@ 13 1/2
Rib Bellies, 18 @ 20 avg.	@ 13 1/2
Fat Backs, 12 @ 14 avg.	@ 11 1/2
Regular Plates	@ 11 1/2
Butts	@ 9 1/2
Bacon meats, 1/4 c. to 1 c. more.	

WHOLESALE SMOKED MEATS.

Hams, 12 lbs., avg.	@ 16 1/2
Hams, 16 lbs., avg.	@ 16 1/2
Skinned Hams	@ 17 1/2
Calas, 4 @ 6 lbs., avg.	@ 11 1/2
Calas, 6 @ 12 lbs., avg.	@ 11 1/2
New York Shoulders, 8 @ 12 lbs., avg.	@ 13 1/2
Breakfast Bacon, fancy	22 1/2 @ 23 1/2
Wide, 10 @ 12 avg., and strip, 5 @ 6 avg.	@ 16 1/2
Wide, 6 @ 8 avg., and strip, 3 @ 4 avg.	18 1/2 @ 19 1/2
Rib Bacon, wide, 8 @ 12, strip, 4 @ 6 avg.	@ 12
Dried Beef Sets	@ 20 1/2
Dried Beef Insides	@ 22 1/2
Dried Beef Knuckles	@ 20 1/2
Dried Beef Outsides	@ 17
Regular Rolled Hams	@ 23
Smoked Rolled Hams	@ 23 1/2
Bolled Calas	@ 16
Cooked Loin Roast	@ 30
Cooked Rolled Shoulders	@ 16

SAUSAGE CASINGS.

F. O. B. CHICAGO.

Rounds, per set	@ 18
Export Rounds	@ 23
Middles per set	@ 86
Beef bungs, per piece	@ 17 1/2
Beef weasands	@ 7 1/2
Beef bladders, medium	@ 35
Beef bladders, small, per doz.	@ 7
Hog casings, free of salt	@ 70
Hog middles, per set	@ 10
Hog bungs, export	@ 10
Hog bungs, large mediums	@ 7
Hog bungs, prime	@ 5
Hog bungs, narrow	@ 7
Imported wide sheep casings	@ 90
Imported medium wide sheep casings	@ 70
Imported medium sheep casings	@ 60
Hog stomachs, per piece	@ 3 1/2

FERTILIZERS.

Dried blood, per unit	2.55 @ 2.57 1/2
Hoof meal, per unit	2.40 @ 2.45
Concentrated tankage	2.30 @ 2.35
Ground tankage, 12%	@ 2.35 and 10c.
Ground tankage, 11%	@ 2.35 and 10c.
Ground tankage, 8 and 25%	@ 2.25 and 10c.
Crushed tankage, 9 and 20%	@ 2.05 and 10c.
Ground tankage, 6 1/2 and 30%	@ 19.50
Ground rawbone, per ton	@ 26.00
Ground steam bone, per ton	18.50 @ 20.00
Unground tankage, per ton less than ground	@ 50c.

HORNS, HOOFS AND BONES.

Horns, No. 1, 65 @ 70 lbs., aver.	250.00 @ 275.00
Horns, black, per ton	24.50 @ 28.50
Horns, striped, per ton	33.00 @ 38.00
Horns, white, per ton	60.00 @ 65.00
Flat shin bones, 40 lbs. av., per ton	70.00 @ 75.00
Round shin bones, 35-40 lbs. av., per ton	75.00 @ 80.00
Round shin bones, 50-52 lbs. av., per ton	80.00 @ 85.00
Long thigh bones, 90-95 lbs. av., per ton	60.00 @ 65.00
Skulls, jaws and knuckles, per ton	25.00 @ 30.00

LARD.

Prime steam, cash	@ 11.30
Prime steam, loose	@ 11.00
Compound	7 1/2 @ 8
Neutral lard	13 @ 13 1/2

STEARINES.

Prime oleo	13 @ 13 1/2
Oleo No. 2	11 1/2 @ 12
Mutton	12 @ 12 1/2
Tallow	8 1/2 @ 8 1/2
Grease, yellow	5 1/2 @ 6 1/2
Grease, A white	6 1/2 @ 7

OILS.

Lard oil, extra, winter strained, tierces	73 @ 75
Extra lard oil	68 @ 70
Extra No. 1 lard oil	58 @ 60
No. 1 lard oil	54 @ 56
No. 2 lard oil	52 @ 54
Oleo oil, extra	14 1/2 @ 14 1/2
Oleo oil, No. 2	13 @ 13 1/2
Oleo stock	13 @ 13 1/2
Neatsfoot oil, pure, bbls.	68 @ 72
Acidless tallow oils, bbls.	61 @ 61
Corn oil, loose	5.10 @ 5.30
Horse oil	6 1/2 @ 7 1/2

TALLOW.

Edible	8 1/2 @ 8 1/2
Prime city	7 1/2 @ 7 1/2
No. 1 Country	6 1/2 @ 6 1/2
Packers' Prime	6 1/2 @ 7 1/2
Packers' No. 1	6 1/2 @ 6 1/2
Packers' No. 2	5 1/2 @ 5 1/2
Renderers' No. 1	6 1/2 @ 6 1/2

GREASES.

White, choice	6 1/2 @ 7 1/2
White, "A"	6 1/2 @ 6 1/2
White, "B"	5 1/2 @ 6 1/2
Bone	5 1/2 @ 6
Crackling	5 1/2 @ 6
House	5 1/2 @ 5 1/2
Yellow	5 1/2 @ 5 1/2
Brown	4 1/2 @ 5 1/2
Glue stock	5 1/2 @ 5 1/2
Garbage grease	3 1/2 @ 4
Glycerine, C. P.	19 1/2 @ 20
Glycerine, dynamite	18 1/2 @ 19 1/2
Glycerine, crude soap	12 1/2 @ 12 1/2
Glycerine, candle	14 @ 14 1/2

COTTONSEED OILS.

P. S. Y., loose	42 @ 42 1/2
P. S. Y., soap grade	40 1/2 @ 41
Soap stock, bbls., concn. lot	2.25 @ 2.37 1/2
Soap stock, loose, reg., 50% f. a.	1.05 @ 1.15

COOPERAGE.

Ash pork barrels	85 @ 87
Oak pork barrels	1.02 1/2 @ 1.06
Lard tierces	1.32 @ 1.35

CURING MATERIALS.

Refined saltpetre	5 @ 6 1/2
Boracic acid, crystal to powdered	7 @ 7 1/2
Borax	3 1/2 @ 4 1/2
Sugar—	
White, clarified	@ 5 1/2
Plantation, granulated	@ 5 1/2
Yellow, clarified	@ 4 1/2
Salt—	
Ashton, in bags, 224 lbs.	\$2.25
English packing, in bags, 224 lbs.	1.45
Michigan, granulated, car lots, per ton	3.25
Michigan, medium, car lot, per ton	3.75
Casing salt, bbls., 280 lbs. 2x @ 3x	1.40

LIVE STOCK MARKETS

CHICAGO

(Special Letter to The National Provisioner from
National Live Stock Commission Co.)

Union Stock Yards, Chicago, Oct. 2.

Monday's steer trade was a continuation of the extremely unsatisfactory market for shippers we have had of late, and even the moderate run of 18,916 cattle (including 4,000 Westerns) failed to instil any life in the trade, thus demonstrating conclusively that beef channels are still in a congested condition. A few prime, top-notch steers sold as high as ever, but everything else moved very slowly at last week's severe decline; in fact, some of the commoner kinds of cattle were very hard to dispose of and looked a dime lower than last week's close. Tuesday's run of 4,932 cattle included only 800 "rangers," besides a train of Texas cattle direct to the packers from a river market, and the balance of the supply consisted largely of butcher stuff and stockers and feeders, such as is usually the case on the second day of the week. No real choice steers were on sale, offerings being very mediocre in quality and flesh, and the trade ruled slow and dull, but, nevertheless, about steady at Monday's level of values. Wednesday's receipts were estimated at 19,000, including about 8,000 Westerns, the three days' total being 43,000 cattle, as compared with 49,000 for the same period a week ago. The choice steers, as usual, were steady; in fact, in some cases a little stronger on a few top-notchers, while the rank and file of the offerings were rather slow sale, but, nevertheless, went at prices that looked fully steady with Monday's level of values.

There is no quotable change in the market on butcher stuff as compared with a week ago. Monday's trade ruled a little stronger, if anything, thus recovering any decline that took place the Friday before, and since Monday the market has moved along in a steady, even channel and, as stated above, prices are not quotably different than they were a week ago. Conditions are favorable for owners of butcher stuff to hold their cattle until late in the fall, as luxuriant pastures abound everywhere and feed of all kinds is very plentiful, and while it is a little premature to refer to the bad break in the butcher stuff market that we can always expect just before Thanksgiving, yet we do not remember ever having seen a fall when we did not get a severe decline in the market at that time of the year.

Receipts of hogs thus far this week will foot up around 50,000, which is exceptionally light. Receipts estimated this morning around 20,000, and we had a very active market, with prices ruling largely 10c. higher, with the bulk of the prime light and choice medium weight butchers selling largely in a range of \$8.90@9.05, while the good mixed and packing grades sold largely in a range of \$8.70@8.85; plain coarse, heavy packing and undesirable kinds sold largely in a range of \$8.40@8.60, owing to weight and quality. We still continue to get quite a number of light pigs that are more or less on the sick order and are selling largely in a range of 5½@7c., owing to quality. It looks as though we would see continued light

receipts for the next four or five weeks to come, and under those conditions look to see prices hold fairly well around present values.

This is the first week this season that anything like a blockade has shown up in sheep and lambs, and even now, receipts taken into consideration, the market has shown wonderful activity. Prices, however, are off fully 50c. per cwt. all along the line, as compared with one week ago. However, with everything in the Northwest on a prosperous footing it doesn't seem reasonable to expect these liberal receipts will continue. We quote: Westerns—Good to choice wethers, \$4@4.15; fat ewes, \$3.00@3.75; good to choice lambs, \$6.65@7.15; best feeding lambs, \$6@6.40; poor to medium feeders, \$5.25@5.75; feeding wethers, \$3.75@4; feeding yearlings, \$5.15@5.40. Natives—Fat wethers, \$4.50@4.75; fat ewes, \$3.65@3.85; fancy lambs, \$6.85@7; poor to medium lambs, \$5.75@6.50; culls, \$4.50@5.50.

KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, October 1.

The same words are used in describing the market today that have been in use since the first of last week, steady to weak. Prime steers and butcher grades are steady, medium steers and feeders are weak, stock steers steady. Runs are exceeding first estimates this week, the supply today counting up 22,000 head, including 2,000 calves. Recent frosts are hurrying pasture cattle in, and dealers believe this week and next will see the crest of the fall run. Packers are refraining from bidding on feeders, there being plenty of fleshy grass steers available, though they are not averse to seeing a liberal number of heavy cattle go on feed at this time. Country buyers exerted themselves here last month, taking out 118,000 cattle and calves, a good proportion of which went right on feed. That was fifty per cent. more cattle than were taken out same month last year, and some of the prophets are forecasting lower prices when the short-fed steers return. Prime cattle have been a minus quantity here this week, some choice Westerns bringing \$9.95 yesterday, considered about one dollar under the limit on prime natives. Kansas pasture steers bring \$6@8.35, quarantine steers \$4.50@5.75, grass cows and heifers \$3.75@6, veal calves a little cheaper this week, tops \$9.50, stock steers \$4.50@6.50, feeders \$5.50@7.

Hog receipts today 8,000, market strong, top \$8.75, bulk \$8.50@8.70. Heavy hogs are gradually taking their accustomed winter position at the head of the procession, sales of that class both yesterday and today only a shade under the top.

Sheep and lambs met a reverse yesterday, and are barely steady today, at the bottom of the decline of yesterday, run 12,000. Top range lambs today \$6.75, and feeding lambs are going around \$5.75. Figures on the probable number to be fed this season are contradictory, though it is likely that native territory will be short, and the West will feed a normal number.

Sales to local killers last week were as follows:

	Cattle.	Hogs.	Sheep.
Armour	6,442	8,680	7,137
Fowler	1,593	.....	2,684
S. & S.	5,164	4,879	9,883
Swift	8,075	5,799	7,256
Cudahy	5,990	4,055	6,108
Morris & Co.	5,166	3,277	3,920
Butchers	216	829	81
Total	32,646	27,519	37,069

HOG PRODUCTION IN SOUTH AFRICA.

It is probable that Rhodesia, in South Africa, may become in the near future one of the important food exporting countries of the world, writes Loudon A. Douglas, the British meat expert, who has recently made a thorough investigation of that country. It may be some time yet before such a position is attained, but, if the farming community continues to increase as at present, there can be little doubt as to the ultimate result.

Rhodesia is a vast territory covering an area of 750,000 square miles, which is larger than Germany, France, Switzerland and Austria all put together. It is to the southern portion of Rhodesia, however, that attention is being particularly directed at the present time, and the great plateau which extends between the Zambesi on the north and the Limpopo on the south is being rapidly developed as a food-producing area. The extent of this area is 192,000 square miles with average altitudes of from 3,000 to 6,000 feet above the sea level, and its importance may be recognized when it is considered that the white population numbers 23,606, whereas in the whole of Northern Rhodesia the white population is only 1,497.

The establishment of bacon curing in Rhodesia has been decided upon as the first of the animal industries which are likely to play such an important part in the future of the country, and it may be said that at the present time there is every chance for this industry being conducted with great profit to agriculture, inasmuch as the imports of pig products into the country and into South Africa generally totals up to something like a value of £400,000 per annum. Such a basis to work upon makes success in this undertaking pretty certain, and there is every chance therefore that by this means large profits may be made to accrue to the agriculture of that country generally.

OIL MILL MEN WANT CLEAN SEED.

Oklahoma oil mill operators want relief against cotton ginners who make a practice of selling them large quantities of dirt with cottonseed and a committee from the Oklahoma Cotton Seed Crushers' Association has been in conference with the pure-food branch of the Oklahoma health department over the matter. No relief can be given by the State Department of Agriculture in the absence of a law on the subject.

Crushers claim that when some gins run the cotton through they spout the dirt with the seed and ship it to the mills, adding so much more to the weight and costs, the crushers' committee say, several thousand dollars a season. In addition to this, the mill is required to make a separation before using the seed. If there is no rule of the State health department under which the relief can be obtained the crushers will ask the Legislature for a law on the subject.

THE WEEK'S CLOSING MARKETS

FRIDAY'S GENERAL MARKETS.

Lard in New York.

New York, October 4.—Market steady. Western steam, \$11.80@11.90; Middle West, \$11.75@11.85; city steam, \$11.62½; refined Continent, \$11.90; South American, \$12.60; Brazil, kegs, \$13.60; compound, 8@8¾c.

Marseilles Oils.

Marseilles, October 4.—Sesame oil, fabrique, nom.; edible, 95 fr.; copra oil, fabrique, 95 fr.; edible, 112 fr.; peanut oil, fabrique, 72½ fr.; edible, 94 fr.

Liverpool Produce Market.

Liverpool, October 4.—(By Cable.)—Beef, extra India mess, 150s. Pork, prime mess, 110s.; shoulders, 51s. 6d.; hams, 64s. 6d.@65s. Bacon, Cumberland cut, 70s. 6d.; long clear, 70s.; bellies, 65s. Tallow, prime city, 33s.; choice 36s. 3d. Turpentine, 31s. 3d. Rosin, common, 16s. 3d. Lard, spot prime, 58s. 9d. American refined in pails, 59s. 6d.; 2 28-lb. blocks, 58s. 6d. Lard (Hamburg), 56 marks. Cheese, Canadian finest white, new, 64s. 6d. Tallow, Australian (London), 32s.@39s.

FRIDAY'S CLOSINGS.

Provisions.

Best prices of the week were shown with unabated strength in the hog market.

Tallow.

Trade continued quiet, but quotations are not being reduced.

Stearine.

Prices are steady with a slight improvement in business at 1¾c.

Cottonseed Oil.

The market was firm with crude and lard. Market closed steady with limited selling pressure. Sales, 7,800 bbls. Spot oil, \$6.29@6.35; crude, southeast, \$4.80@4.87. Closing quotations on futures: October, \$6.30@6.32; November, \$6.03@6.04; December, \$6.03@6.04; January, \$6.04@6.05; February, \$6.05@6.07; March, \$6.09@6.10; April, \$6.10@6.15; May, \$6.18@6.19; good off oil, \$6@6.18; off oil, \$5.80@6.14; red off oil, \$5.50@6; winter oil, \$6.70@7.25; summer white, \$6.35@7.25; Texas crude, \$4.80@4.85; Valley, \$5@5.14.

FRIDAY'S LIVESTOCK MARKETS.

Chicago, October 4.—Hog market steady; bulk of prices, \$8.80@9.15; light, \$8.60@9.20; mixed and butchers', \$8.60@9.25; heavy, \$8.45@9.25. Yorkers, \$9.10@9.15; pigs, \$5.75@8.45. Cattle market steady. Beeves, \$5.50@11; cows and heifers, \$2.85@8. Texas steers, \$4.50@6; stockers and feeders, \$4.35@7.75; Westerns, \$5.75@9. Sheep market slow. Native, \$3.35@4.50; Western, \$3.40@4.20; yearlings, \$4.25@5.25; lambs, \$4.50@6.75.

Kansas City, October 4.—Hogs steady, at \$7.70@8.90.

Sioux City, October 4.—Hogs steady, at \$8.45@8.65.

St. Louis, October 4.—Hogs higher, at \$8.90@9.25.

South Omaha, October 4.—Hogs steady, at \$8.50@8.70.

St. Joseph, October 4.—Hogs steady, at \$8.55@8.85.

Indianapolis, October 4.—Hogs strong, at \$9@9.30.

Cleveland, October 4.—Hogs steady, at \$9.25.

Buffalo, October 4.—Hogs opened higher with 4,800 on sale; prices, \$9.50@9.65.

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending September 28, 1912:

CATTLE.

Chicago	38,487
Kansas City	32,646
Omaha	13,301
St. Joseph	13,761
Cudahy	372
Sioux City	2,424
South St. Paul	6,135
New York and Jersey City	12,063
Fort Worth	14,254
Philadelphia	4,421
Pittsburgh	1,899
Denver	1,718

HOGS.

Chicago	74,328
Kansas City	27,510
Omaha	21,721
St. Joseph	23,622
Cudahy	1,839
Sioux City	10,022
Ottumwa	6,284
Cedar Rapids	4,034
South St. Paul	7,487
New York and Jersey City	25,402
Fort Worth	8,728
Philadelphia	4,091
Pittsburgh	6,147
Denver	2,104

SHEEP.

Chicago	123,593
Kansas City	37,069
Omaha	48,104
St. Joseph	31,787
Cudahy	430
Sioux City	3,247
South St. Paul	5,076
New York and Jersey City	44,680
Fort Worth	2,889
Philadelphia	13,130
Pittsburgh	3,659
Denver	3,269

FOREIGN COMMERCIAL EXCHANGE.

New York, October 4.—Foreign commercial exchange rates were quoted today as follows:

London—	
Bankers' 60 days	4.8225@4.8235
Demand sterling	4.8565@4.8570

Paris—	
Commercial, 90 days	5.26½ @ 5.26½+1-16
Commercial, 60 days	5.25½ @ 5.25½+1-16
Commercial, sight	5.21½—1-16@5.21½

Berlin—	
Commercial, 60 days	93½ @ 93 15-16
Commercial, sight	94 9-16 @ 94½

Antwerp—	
Commercial, 60 days	5.27½ @ 5.27½+1-32

Amsterdam—	
Commercial, 60 days	39 13-16@39 13-16+1-32

LIVESTOCK AND BEEF EXPORTS.

Exports of livestock and dressed beef from United States and Canadian ports for the week ending September 28, 1912, are reported by Williams & Terhune as follows:

	Port.	Cattle.	Beef.
From New York	London	100	—
From Boston	—	—	—
From Philadelphia	—	—	—
From Baltimore	—	—	—
From Montreal	—	—	—
Total	—	100	—
Total last week	—	—	—

RECEIPTS AT CENTERS

SATURDAY, SEPTEMBER 28, 1912.

	Cattle.	Hogs.	Sheep.
Chicago	400	7,000	200
Kansas City	1,000	800	1,100
Omaha	600	3,000	—
St. Louis	1,200	300	200
St. Joseph	200	2,500	300
Sioux City	200	3,000	100
St. Paul	1,100	700	400
Oklahoma City	—	100	—
Fort Worth	500	400	—
Milwaukee	—	1,352	—
Denver	2,700	2,239	10,200
Louisville	—	4,000	—
Indianapolis	550	500	1,500
Pittsburgh	—	181	945
Cincinnati	—	40	1,200
Cleveland	—	400	4,000
Buffalo	—	1,293	7,430
New York	1,337	—	—

MONDAY, SEPTEMBER 30, 1912.

Chicago	15,000	17,104	3,500
Kansas City	26,000	4,453	18,000
Omaha	9,000	3,223	47,000
St. Louis	15,000	8,000	3,500
St. Joseph	5,000	2,500	13,000
Sioux City	8,000	1,500	100
St. Paul	8,500	1,000	9,200
Fort Worth	5,400	3,000	500
Milwaukee	—	885	—
Denver	6,500	200	5,000
Louisville	—	7,235	1,340
Indianapolis	600	1,500	—
Pittsburgh	3,200	6,500	7,500
Cincinnati	—	4,182	—
Cleveland	400	2,000	3,000
Buffalo	4,400	14,000	1,000
New York	4,917	13,497	15,652

TUESDAY, OCTOBER 1, 1912.

Chicago	4,500	11,620	45,000
Kansas City	22,000	10,444	14,000
Omaha	8,700	9,408	37,000
St. Louis	6,145	8,802	2,536
St. Joseph	4,200	4,900	3,000
Sioux City	1,200	3,000	50
St. Paul	3,200	2,800	1,200
Oklahoma City	900	1,500	—
Fort Worth	5,000	1,000	400
Milwaukee	—	420	—
Louisville	—	1,727	88
Wichita	—	1,078	—
Cudahy	—	1,000	—
Indianapolis	2,300	5,000	—
Pittsburgh	—	2,000	1,500
Cincinnati	461	1,793	1,418
Cleveland	40	1,000	1,000
Buffalo	500	2,400	6,000
New York	785	1,970	4,456

WEDNESDAY, OCTOBER 2, 1912.

Chicago	19,000	15,283	46,000
Kansas City	13,000	5,411	14,000
Omaha	4,500	6,944	50,000
St. Louis	7,500	6,500	8,500
St. Joseph	2,300	4,000	4,700
Sioux City	1,200	2,500	500
St. Paul	2,000	1,000	2,300
Oklahoma City	900	1,300	—
Fort Worth	3,800	2,000	100
Milwaukee	—	3,533	—
Louisville	—	1,637	206
Detroit	—	1,000	—
Wichita	—	1,123	—
Indianapolis	1,450	5,000	—
Pittsburgh	—	2,560	2,000
Cincinnati	1,000	2,200	1,500
Cleveland	40	5,000	—
Buffalo	300	1,000	4,000
New York	1,433	6,174	9,465

THURSDAY, OCTOBER 3, 1912.

Chicago	5,000	12,000	26,000
Kansas City	5,000	5,000	10,000
Omaha	4,100	3,900	17,500
St. Louis	5,500	4,500	4,300
St. Joseph	3,300	6,000	4,500
Sioux City	1,200	1,500	300
St. Paul	1,200	1,000	800
Fort Worth	1,800	1,000	500
Milwaukee	—	2,185	—
Louisville	—	3,938	269
Detroit	—	3,500	—
Wichita	—	732	—
Cudahy	—	400	—
Indianapolis	—	5,000	—
Cincinnati	—	1,300	—
Cleveland	—	1,500	—
Buffalo	300	2,000	6,000
New York	746	1,785	5,338

FRIDAY, OCTOBER 4, 1912.

Chicago	2,500	11,000	10,000
Kansas City	1,500	3,000	4,000
Omaha	2,300	3,500	18,000
St. Louis	2,500	4,500	1,200
St. Joseph	1,000	2,100	—
Sioux City	400	2,300	—
Fort Worth	1,000	1,200	—
St. Paul	1,600	800	11,600
Oklahoma	1,100	800	200

NEW YORK LIVE STOCK

WEEKLY RECEIPTS TO SEPTEMBER 30, 1912.

	Beef.	Calves.	Lambs.	Hogs.
New York	2,211	3,515	5,195	11,477
Jersey City	4,895	1,216	25,078	9,640
Central Union	2,747	317	11,194	—
Lehigh Valley	2,210	460	3,103	—
Scattering	—	128	110	4,875
Totals	12,063	5,576	44,680	25,492
Totals last week	11,641	5,968	56,411	27,486

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Retail Section

LEARN TO BE A BETTER BUSINESS MAN

II—Managing With Your Eyes Open

By A. M. Burroughs.*

[EDITOR'S NOTE.—This is the second of a series of articles written by a famous business authority which we hope will be read by every retailer who sees it. It is intended, as the title indicates, as a means of helping retailers to become better business men. They can well afford to read and ponder over the experiences of their fellow-retailers in other lines and to profit by them. These articles will fit in nicely with the series of "Practical Talks With Shop Butchers," which have been appearing on this page, and which will continue to appear from week to week. Read both of them, Mr. Butcher.]

Mere hard work will not bring success. There must be behind the work a "know-how" that will make it accomplish something.

A certain retailer kept himself so busy with the little things of his business that he had no time to make money.

But when he analyzed his methods, himself, his business, to find the reason he wasn't making money, he found he could unload half the petty work he was doing onto a \$3-a-week boy.

Then he began to understand that it was his business to *manage*, to *think*, to *plan* to find out *why* things should be done, and *how* they *could* be done in the best way.

He found that anybody could *do* the things that had to be done if he told them *how*. He quit using the brains, the enthusiasm, the energy of his business for the "office-boy" duties. He devoted himself to the *management* of his business.

Now he is a merchant prince, the head of a great concern with an income several times bigger than his gross business used to be.

Here Is Another Illustration.

A young German came to this country twelve years ago at the age of 11, with but \$3 in his pocket, and not a word of English in his vocabulary.

He obtained employment in a grocery store in the German quarter of a New England city. Here he learned the grocery business. Before he was 20 he was made manager of the store. When he was 21 he was appointed manager of a bigger Jersey City store. Now, at 23, he is manager of a \$250,000 store in Illinois, with 75 employees.

If you would ask him how he succeeded, he would tell you that he always made it a point to *know the results of his efforts*.

When he went into a new store, he wanted to know which lines of goods paid a profit and how much. And he wanted the information *all the time*, not merely for a few days.

He wanted to know whether one of the lines which wasn't *moving* began to produce a profit when it was put "up front," and whether it *continued* to show a profit after it was put back to give some *other* slow line a chance.

He demanded records that showed him whether clerk No. 1 was producing a profit. When he found out *which* of the clerks produced the *most* profit, he used him as a *standard* for the *other* clerks—or their successors—to work up to.

*Copyrighted, 1912, by the Burroughs Adding Machine Co.

This Man Couldn't Find His Profits.

A certain hardware dealer appealed to his jobber for a solution of a problem which he was wise enough to know was gradually pulling him down. His business was increasing—much faster than his expenses—but at the end of the year he couldn't find the profit he thought he should have.

He had a good business. He was working hard, trying to plan and manage his business. He was a resourceful, industrious, clever merchant. *Yet he wasn't making money.*

When his jobber sent an accountant to go over his books, it was found that his books didn't really *tell* him *anything* about his business. He kept accounts that didn't account.

He couldn't find out, for instance, whether it paid him to make a big window display of pipe wrenches, at a big discount off the marked price, to attract plumbers and gas fitters to his store. He didn't know, for sure, whether his big assortment of knives was paying him.

In fact he didn't know *anything* for certain.

He was wasting his energies, his enthusiasm and his brains by planning and doing things that *never got him anywhere*.

Went to Work with His Eyes Open.

With the aid of an accountant he put in a bookkeeping system which enabled him to get *accurate reports on the results* of each day's effort.

Then he was able to know, pretty quick, which line of effort produced the best results, the most profits.

Now the difference shows in his bank balance, and the fine home he owns—his business has more than quadrupled in two years.

Yet he is the *same* manager, in the *same* store, selling the *same* goods. He has just *cut out the unprofitable methods*.

He wasn't incompetent before. He is no better *manager* now. *He is just managing with his eyes open.*

[The third article in this series, entitled "Stretching Your Capital," will appear in an early issue of The National Provisioner.]

KANSAS BUTCHERS' MEETING.

At the second annual convention of the Kansas Retail Butchers' Association, held last week at Wichita, and reported in the last issue of The National Provisioner, the officers elected were as follows: President, S. C. Hill, Blue Rapids, re-elected; W. H. Kelchner, Wichita, and F. W. McEntriken, McPherson, vice-presidents; re-elected; B. L. Thompson, Herington, re-elected; Fred Garland, Wellington, treasurer. Directors: J. H. Hershey, Olathe; E. E. Whitlock, Wichita; G. C. Allingham, Manhattan; Ed. Baker, Horton; T. G. Gowan, Marysville; L. Blume, Ottawa; J. Resac, St. Marys; Geo. F. Teter,

Hutchinson; J. L. Barnes, Chanute; N. G. Cartney, Concordia; O. C. Fowler, Kingman; W. J. Quinn, Salina; F. D. Coryell, Junction City; Joe Vlach, Hanover; E. G. McNoun, Great Bend; F. O. Peiker, Ellsworth; M. C. Bailey, Emporia; Dr. F. M. Watkins, Cherryvale; C. S. Abbott, Ft. Scott; B. Gallagher, Stockton; L. Pierson, Lennardville; G. H. Arnett, Anthony; Bruce Maguire, Ft. Scott; F. W. Ameman, Iola, and J. J. Lannan, of Topeka.

It was a remarkably successful meeting, and the registration of more than 250 dues-paying members in an organization but a year old shows its vitality and the enterprise of Kansas retailers. The convention took action on many important matters, prominent among which was a resolution demanding representation for food purveyors on the State Board of Health, and another urging all members to subscribe for and read carefully some first-class trade paper. The resolutions follow:

Whereas, in matters relating to food standards, labelling of food products, trade customs, weights and measures, and sanitary regulation of shops where foods are prepared and sold, full control is at present invested with the State Board of Health, composed exclusively of doctors of medicine, who, no matter how proficient they may be in the practice of their profession, are likely to be lacking in intimate knowledge in practical trade conditions which confront the merchants directly affected by their rulings;

Be it resolved, that we ask the legislature to give the retailers of meats and foods a fair representation on the State Board of Health.

Be it resolved, that we strongly urge on our members to subscribe to one or more first-class trade papers, and read them carefully, that they may keep posted on new ideas, new methods and new rules and regulations concerning pure foods, and on the official news of the Kansas Retail Butchers' Association. We express our appreciation of the co-operation of the trade press in building up this organization and pledge it our heavy support in return.

COUNTRY BUTCHERS AND HIDES.

A matter that received considerable attention at the convention of Kansas butchers was the hide situation. The proposition of selling by selection and grading was considered. The hide men seemed to favor the proposition. Quite a number of butchers wanted to get back to this basis, as favoring the man who took care of his hides, but others pointed out that the difference between number ones and twos was only a cent and not worth the trouble and expense of sorting, etc.

One of the hide buyers present said that he believed tanners would be willing to make a difference of two cents or more, if sufficient number ones were received to justify this. Country hides for many years have been too carelessly handled, scarcely reaching 10 per cent. of number ones, and this buyer stated that he had seen hides that it would be impossible to cut a clear one-inch strap from, so cut up and disfigured they were. More care in the takeoff was urged as tending to more bidders for butchers'

hides, and a consequent increase in the price paid for them.

The matter of the hide men sending out circulars to farmers and cattlemen soliciting their hides was severely scored. "What," asked one man, "would the hide men think if the tanners sent out quotations to all the butchers, asking for their hides direct? The convention asked the hide men to cut out this mail order soliciting, and let the country butcher gather and care for their hides and collect sufficient to make a good shipment. In the long run, it was pointed out, it would result in better cared-for hides, and they would get them anyway.

The hide men defended themselves by saying that apart from their circular, every country and metropolitan daily and farm paper carried hide quotations and prices, etc. They said the grocers, druggists, clothiers, etc., never published what they paid for their goods, yet Tom, Dick and Harry knew just what the market was on hides every day, and that it was up to the butchers to organize and upset this established custom in some way.—The Hutchinson Wholesaler.

LOCAL AND PERSONAL.

Saxton & Green have purchased the meat business of E. Adams at Tannersville, N. Y.

J. A. Ulrey has purchased his partner's interest in the meat firm of Ulrey & Hawkins at Miami, Mo.

Fred Glauser has sold his meat market at Savannah, Mo., to H. L. Cobb.

The meat market of C. Tour at Runge, Tex., has been damaged by fire.

W. A. Pesehal's meat market at San Angelo, Tex., has been damaged by fire.

J. L. Maxwell will engage in the meat business at Greenwood, S. C.

Kemp & Funk have engaged in the meat business at Frederickville, Pa.

D. Johnson has purchased the Reitz meat market at Alba, Mo.

Tony Sandi has opened a new meat market at Logansport, Ind.

W. F. Faust has moved his meat market into new quarters at Grafton, W. Va.

J. A. Carleton has purchased the Rutter Meat Market at Jamestown, Kan.

John C. Simpson and W. A. Wallace have purchased the City Meat Market at Eufaula, Kan.

James Axley has closed his meat market and has taken the management of the Star Market of Turvey & Lashbrook at Arkansas City, Kan.

George Posey is opening a butcher shop on West Cherokee street, Wagoner, Okla.

Trammell Bros. is soon to open a meat market at Bennington, Okla.

Irwin Willis and Ted Wellman have formed a partnership, and will open a meat and grocery business November 1 at Sparta, Mich.

The Klemm Grocery and Meat Company is about to open a shop in the Estey building at Waterloo, Ia.

Wm. Todd has succeeded Mr. Frazer in the management of the People's Meat Market at Sedro-Woolley, Wash.

The butcher shop of Levi Van Curren at Hillsdale, Wis., has been destroyed by fire.

G. Weidinger has sold his meat business at De Graff, Ohio, to Hough & Street.

J. Ellsworth has opened a meat market at Hudson Falls, N. Y.

Wm. Patterson will engage in the meat business at Manchester, Conn.

Jurgensen & Spier will engage in the meat business at Pasadena, Calif.

EXPLAINING THE PARCELS POST.

At its recent session Congress enacted a limited parcels post law, under which parcels may be sent by mail anywhere in the country. Most people have no idea of the nature of this new system of delivery, which is intended to take the place of the express company service to an extent. In outlining the changes which this law will help to bring about, Farm and Home says:

1. Farmers will sell produce direct to consumers, mailing it fresh from the farm daily, or as often as necessary. This is going to benefit both producers and consumers, affording the farmer a better market and better profits, while giving consumers better food at lower prices than they now pay their retail store.

2. The transportation of small packages within the territory of each local post office, in country or city, will be done mainly by parcel post. This will prove a great convenience to the public, and will promote the business of local merchants and retailers.

3. The country store will undergo great changes. Their old slipshod, careless ways of doing business must give way to the new, progressive, up-to-date methods essential to make the country store the center of a more perfect distribution for what the people require.

4. Post roads are to be greatly improved. Good roads will gradually become the rule instead of the exception. This will vastly benefit all rural property, stimulate better farming, increase production, reduce expense of transportation, and thus tend to keep down the increasing cost of living.

5. The motor post coach is bound to come throughout the United States. It is already common in some parts of Europe. Here it will collect and carry parcels, passengers and mail. It will supply to rural towns rapid transit comparable to the accommodation supplied to cities by electric street railways.

6. Business by post is to witness a well-nigh immeasurable expansion. In due time the law will provide for collection or delivery of parcels, insurance and other conveniences.

7. A universal system must be provided for postal currency, also post checks which can be drawn for any amount and collected without expense, thus profoundly increasing

the convenience for exchange of values and products.

8. Eventually the post office department will take over the express companies. The railroads will continue to be owned as at present, but under a more perfect supervision, which will make their business safer and profitable, and more greatly convenience the whole public.

9. These and other changes will so improve rural life as to attract people from city to country, thus profoundly improving social conditions, while promoting economic prosperity.

10. Along with all these good things, let us have a method of co-operative finance that shall furnish farmers and ordinary workers with banking conveniences, credits and cash, relatively equal to those employed in modern commerce.

Chart Explaining the Parcels Post System.

The accompanying chart shows how the new law operates. A section of the State of Ohio is taken as a sample.

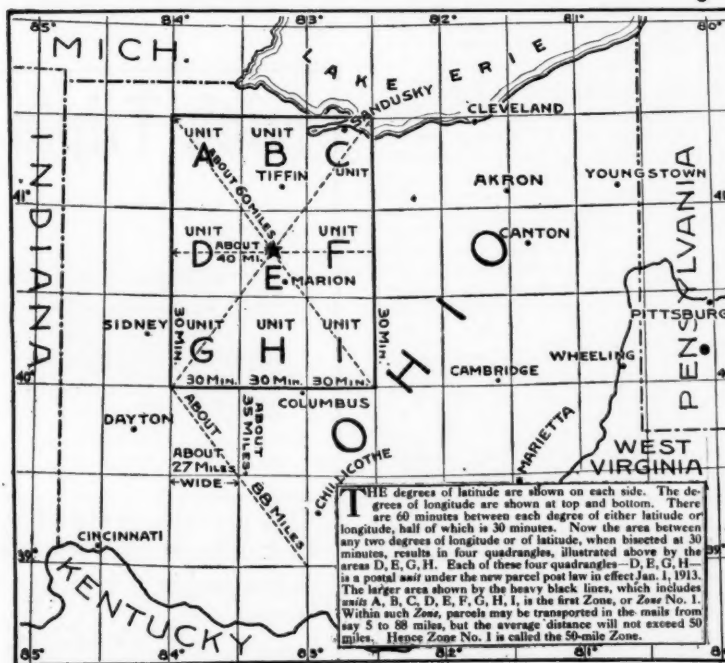
This chart of Ohio is divided into quadrangles of 30 minutes in each dimension, and each quadrangle is a parcel post unit under the new law in effect January 1, 1913. The area included in the first zone, or Zone No. 1, reckoned from Unit E as the starting point of the zone, is shown by the heavy black lines which form the border inclosing units A, B, C, D, E, F, G, H, I.

Now suppose you live within the territory served by the Marion post office, shown in the lower right-hand corner of Unit E. By local parcel post you can mail to any part of the territory served by the Marion post office, or receive from any part thereof, taken or delivered at your door, parcels on which the postage is 5 cents for first pound and 1 cent for each additional pound up to a total of not exceeding 11 pounds.

Also you can mail by the parcel post a packet from your house to any other post office in any of the contiguous units (A, B, C, D, F, G, H, I), which comprise your first zone, at the first-rate rate of 5 cents for the first pound and three cents for each additional pound. Your first zone always consists of nine units, wherever you may live, says Farm and Home.

Your second zone is any post office in any unit outside of your first zone, but not fur-

Parcel Post Zones Made Plain.



Scale of Map, 63 Miles to One Inch. Courtesy of Farm and Home, Chicago, Ill., and Springfield, Mass.

ther than 150 miles from the center of your own postal unit, which is Unit E, and so on for the third to eighth zones. Observe that in measuring for the second zone you measure from the center of your Unit E, shown by the star, and not from your post office.

This same explanation applies to every parcel post unit in the United States. Each unit is forever fixed, but the zones are measured from any unit. The units vary somewhat in size because of the earth's curvature. Between latitudes 40 and 41 degrees the unit is about 27 miles wide by about 35 miles high or long.

Zones, and the rates of parcel postage to each:

	*1st pound.	†Each additional lb.	11 lbs.
First zone, 5 to 50 m.....	\$0.05	\$0.03	\$0.35
(2) 51 to 150-mile zone.....	.06	.04	.46
(3) 151 to 300-mile zone.....	.07	.05	.57
(4) 301 to 600-mile zone.....	.08	.06	.68
(5) 601 to 1000 miles.....	.09	.07	.79
(6) 1001 to 1400 miles.....	.10	.09	1.10
(7) 1401 to 1800 miles.....	.11	.10	1.11
(8) Over 1800 miles.....	.12	.12	1.32

*For any weight over four ounces and not exceeding 16 ounces. †For each additional pound or fraction thereof.

Heavy reduction in rates:

Parcels weighing.....	1 lb.	2 lbs.	3 lbs.	4 lbs.
Old rates, all distances.....	\$0.16	\$0.32	\$0.48	\$0.64
New rates:				
50-mile zone.....	.05	.08	.11	.14
150-mile zone.....	.06	.10	.14	.18
300-mile zone.....	.07	.12	.17	.22
600-mile zone.....	.08	.14	.20	.26
1000-mile zone.....	.09	.16	.23	.30
1400-mile zone.....	.10	.19	.28	.37
1800-mile zone.....	.11	.21	.31	.41
Over 1800 miles.....	.12	.24	.36	.48

Easy Way to Compute Parcel Post.

Get a map which shows each parallel of latitude and each meridian of longitude. Draw across these lines with pencil or ink so as to bring them out boldly. You see at once that this divides the country into large quadrangles bounded by said lines. Now draw another line through the center of each quadrangle into "a quarter of the area formed by the intersecting parallels of latitude and meridians of longitude," as the new law specifies, same as above chart shows for Ohio.

You will then see at a glance in what unit your post office is located. Knowing this fact, and observing the scale of miles to the inch upon your map, you can tell by measuring on your map in what zone any other post office is located. The postal department is preparing indexes and maps to show at a glance all such facts. The express companies are adopting a similar method of computing distances.—Farm and Home.

OUT AMONG THE TRADE.

L. Loeb has purchased the old-established general market conducted for many years by Lelong & Deitrich at No. 227 Third avenue.

Leopold Melchner, of No. 107, is the luckiest man on Amsterdam avenue. His French boarding house customers have proved it.

Chas. Cook, of No. 50 Amsterdam avenue, is up to date. His sign says: "No souvenirs or trading stamps given with smoked meats." He would be still more up to date if he cut these things out altogether.

Dave Rothschild, of No. 71 Amsterdam avenue, has had all kinds of hard luck lately. First his fancy vest was spoiled by a dead chicken, then he lost his cashier and somebody else found her. Now his big plate glass window is smashed; that means no show on Saturday this week.

J-M INSULATING MATERIALS

J-M Pure Cork Sheets J-M Mineral Wool
J-M Impregnated Cork Boards J-M Granulated Cork
J-M Rock Wool Insulating Blocks J-M Hair Felt
J-M Waterproofed Indurated Fibre Boards, Etc.
Write us as to your requirements.

H. W. JOHNS-MANVILLE CO.
NEW YORK AND EVERY LARGE CITY

New York Section

NOTE.—Items appearing in this column are not copyrighted and may be "borrowed" without fear of prosecution.

C. L. Daley, of the Swift beef department at Chicago, was in New York this week.

W. H. Noyes, vice-president of Swift & Company of New York, has returned from a visit to the West.

Oscar F. Mayer, the well-known Chicago pork packer, was greeting his New York friends this week.

Alex. Lesser, the well-known fat and bone dealer, has removed from his former quarters to No. 19 East 88th street.

Treasurer Irving Blumenthal, of the United Dressed Beef Company, is making an auto trip through New England.

General Manager Higgins, of Morris & Company's New York district, is taking a week's automobile outing through New England.

Swift & Company's sales of fresh beef in New York City for the week ending September 28, 1912, averaged 10.41 cents per pound.

Superintendent W. J. McCauley, of the United Dressed Beef Company, has returned from a vacation trip to Texas and the Southwest.

Vice-president G. F. Sulzberger, of the S. & S. Company, returned this week from an inspection trip of the company's Western interests.

A. W. Gaddum, vice-president of the Cincinnati Butchers' Supply Company, was in New York this week calling on his friends in the trade.

Henry Veeder, general counsel to Swift & Company, returned on Monday from Europe, and spent several days in New York on his way West.

C. C. Colt, general manager of the Union Meat Company, Portland, Ore., was a caller at the office of Vice-president W. H. Noyes, of Swift & Company of New York this week.

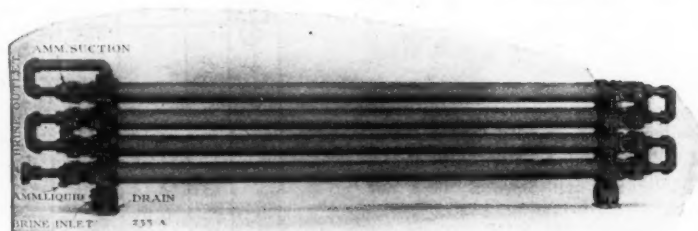
John Conron, vice-president of the Conron Bros. Company, has returned from a several months' trip abroad with his family. He reported rainy weather on the Continent, but fortunately taxicabs were cheap.

The newspapers this week reported that "beef prices had hit the down grade." So they had, but it was common stuff which nobody seemed to want, and which was a drug in the coolers, while the good beef remained as scarce and high as ever.

The Washington Market centennial celebration takes place next week, running from October 8 to 11. Great preparations are being made in the market for this event, and there will be some splendid decorations and exhibits, as well as a programme of speaking, etc.

The following is a report of the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending September 28, 1912, by the New York City Department of Health: Meat—Manhattan, 6,078 lbs.; Brooklyn, 16,474 lbs.; Bronx, 88 lbs.; total, 22,640 lbs.

Frick Triple Pipe Brine Cooler



For a full description of our Triple Pipe Brine Coolers, write for Catalog and Discount Sheet on Ammonia Fittings and Supplies.

FRICK COMPANY

WAYNESBORO, PA.

HEARN West Fourteenth St., New York.

NO MEATS BUT EVERYTHING GROCERIES IN LIQUORS DRY GOODS.

Fish—Manhattan, 1,420 lbs.; Bronx, 8 lbs.; total, 1,428 lbs. Poultry and Game—Manhattan, 3,321 lbs.; Brooklyn, 70 lbs.; total, 3,391 lbs.

Brooklyn retailers are given a clean bill of health for honesty and fair dealing in the latest report of the Bureau of Weights and Measures. Commissioner John L. Walsh states that fewer false scales and measures are found in Brooklyn than in any other borough in the city, and that gives credit for this condition mainly to the four feminine inspectors of the bureau, three of whom reside in Brooklyn, and all of whom have given close attention to the local tradesmen.

The meat market on Main street, Flushing, which was opened in 1852 by the late Thomas Dowling, and which has been conducted since 1890 by Thomas Dowling, Jr., was closed this week. Mr. Dowling will retire. Mr. Dowling's market is the oldest butcher shop in Flushing. Mr. Dowling conducted his business personally, and was well known all over the land. The present proprietor learned the butcher's trade in his father's shop, and he took up the business when his father retired in 1890. The elder Dowling died three years ago at the age of 94 years.

Mrs. Yetta Frank, mother of Louis Frank, the well-known West Side meat man, entertained at dinner last Saturday night in honor of her 80th birthday. Mrs. Frank came to America on one of the first transatlantic steamships when she was sixteen years of age. Two years later she married, and the wedding tour was a ride on the famous "belt line" of horse cars about Manhattan island, quite a trip in those days. The trip ended at a coffee house, with a wedding feast of coffee and cake, the total expedition costing the sum of \$1.35. There were eight children and nine grandchildren at the birthday dinner.

OLD EMPLOYEES OF PACKING FIRM.

Many firms take great pride in having old and trusted employees associated with them in business for many years, and the history of one packing firm makes interesting and unusual reading in this regard. The firm of Wm. Moland's Sons of Philadelphia—whose Quaker City brands are known from Maine to California and in most countries of the world, which includes the Bermudas, East and West Indies, Australia and even Borneo—this firm, which was established in 1854 by Wm. Moland, and of which Geo. M. Moland is now the only living member, points with pride to the fact that one of its trusted employees, Louis A. Whittington, has been with the firm close to 48 years. Wm. J. Ritchie has been bookkeeper over 30 years and Angus Hurcomb has been with the firm in a confidential capacity over 19 years. This is an enviable record, and one not often equaled in this country.

On the occasion of Mr. Whittington's 25th year of service the firm tendered him a dinner at the plant, at which were present all the employees, their families and friends, and which is frequently spoken of to this day, notwithstanding that it was 23 years ago, and that it is almost time for another. By this it can be readily understood what a high regard the employees have for Mr. Moland, who, to say the least, is a rather unusual packinghouse man, one who never raises his voice, who has the refined appearance and dignified bearing of a college president, and who looks the part in every particular, except when enthusiastically declaiming on the merits of his goods or the scrupulous cleanliness of his packing plant and sales rooms, in which he takes a pardonable pride. His firm was the first to put up sliced bacon in pound packages.

BUSINESS CHANCES.

The following foreign trade wants are from the Daily Consular and Trade Reports. Correspondence concerning them should re-

fer to the number given and be addressed to the Bureau of Manufactures, Washington, D. C.:

No. 9549. Cottonseed oil and alimentary products.—The Bureau of Foreign and Domestic Commerce is in receipt of a communication from a business firm in South America stating that it desires to represent American manufacturers of cottonseed oil, dried fruits, vegetables and other alimentary products.

No. 9551. Oleomargarine.—A report from an American consular officer in a European country states that a business association in his district solicits correspondence from American manufacturers of oleomargarine. This association has orders from abroad and desires offers very urgently.

No. 9498. Cottonseed oil and meat products.—A person who is acquainted with the oil market in a European country has informed an American consular officer that he desires to secure the agency for the country, or at least a section of it, for American cottonseed oil. The applicant is also interested in American hams, bacon, lard and the meat product known to the trade as "salami."

No. 9581. Soap and paint plant.—An American consul in India writes that a firm of engineers, machinery agents and manufacturers has expressed a desire to receive from American manufacturers particulars concerning the equipment necessary for an extension of its plant. It states that it requires a machine for a complete factory on a small scale worked by steam power for manufacturing hard soap, soft soap, varnish and boiler composition. This firm manufactures at its plant a number of chemical articles, and it is recommended that manufacturers of equipment for a small plant would find it profitable to correspond, giving full particulars at the first writing. The firm enjoys a good reputation.

No. 9589. Ice tools and picks.—A report from an American consulate in an Asiatic country states that the absence of suitable ice tools and ice picks suggests a possible market for the American manufacturer of these articles. A list of firms to address regarding this matter accompanied the report and can be obtained by interested firms.

PRINTED PARCHMENT WRAPPERS

are the best advertisement for your business and you can't get anything so satisfactory as the **PURITAN BRAND**. Ask for samples.

THE WEST CARROLLTON PARCHMENT CO., Dayton, Ohio

NEW YORK MARKET PRICES

LIVE CATTLE.

Good to choice native steers.....	\$7.75@9.50
Poor to fair native steers.....	5.00@7.00
Oxen and stags.....	3.00@6.75
Bulls and dry cows.....	2.50@6.00
Good to choice steers one year ago.....	6.15@7.25

LIVE CALVES.

Live veal calves, common to prime, per 100 lbs.....	7.50@11.50
Live calves, grassers.....	—@—
Live veal calves, mixed and fed, per 100 lbs.....	5.00@ 6.00

LIVE SHEEP AND LAMBS.

Live lambs, fair to prime, per 100 lbs....	6.00@ 7.50
Live lambs, yearlings.....	4.00@ 5.25
Live sheep, common to prime, per 100 lbs.	2.50@ 4.00
Live sheep, culls, per 100 lbs.....	@ 2.00

LIVE HOGS.

Hogs, heavy.....	@ 9.30
Hogs, medium.....	@ 9.30
Hogs, 140 lbs.....	@ 9.40
Pigs.....	9.35@ 9.45
Rough.....	8.30@ 8.40

DRESSED BEEF.

CITY DRESSED.

Choice native heavy.....	14½@15½
Choice native light.....	14 @15
Native, common to fair.....	11 @13

WESTERN DRESSED BEEF.

Choice native heavy.....	14½@15
Choice native light.....	13½@14
Native, common to fair.....	12½@13
Choice Western, heavy.....	12 @13½
Choice Western, light.....	12 @12½
Common to fair Texas.....	9 @10
Good to choice heifers.....	11½@12
Common to fair heifers.....	@10
Choice cows.....	10 @10½
Common to fair cows.....	7½@ 8
Common to fair oxen and stags.....	@11
Fleshy Bologna bulls.....	9½@ 9½

BEEF CUTS.

	Western.	City.
No. 1 ribs.....	@19½	21 @23
No. 2 ribs.....	@15	18 @20
No. 3 ribs.....	@10	12 @14
No. 1 loins.....	@19½	@22
No. 2 loins.....	@15	@20
No. 3 loins.....	@10	15 @16
No. 1 hinds and ribs.....	@17	17½@18
No. 2 hinds and ribs.....	@16	15½@17
No. 3 hinds and ribs.....	@14	12 @14
No. 1 rounds.....	@12	12 @12½
No. 2 rounds.....	@10½	11½@12
No. 3 rounds.....	@ 8	10½@11
No. 1 chucks.....	@12	@13
No. 2 chucks.....	@10	@12
No. 3 chucks.....	@ 8	@11

DRESSED CALVES.

Veals, city dressed, good to prime, per lb.....	14 @18
Veals, county dressed, per lb.....	12½@17
Western calves, choice.....	14 @16
Western calves, fair to good.....	12 @13
Western calves, common.....	9 @11
Grassers and buttermilks.....	8 @10

DRESSED HOGS.

Hogs, heavy.....	@12½
Hogs, 150 lbs.....	12½@12½
Hogs, 160 lbs.....	@12½
Hogs, 140 lbs.....	@12½
Pigs.....	13 @13½

DRESSED SHEEP AND LAMBS.

Spring lambs, choice, per lb.....	12 @13
Lambs, good.....	11 @12
Sheep, choice.....	8 @ 8½
Sheep, medium to good.....	6 @ 7½
Sheep, culls.....	5 @ 6

PROVISIONS.

(Jobbing Trade.)

Smoked hams, 10 lbs. avg.....	@16
Smoked hams, 12 to 14 lbs. avg.....	@15½
Smoked hams, 14 to 16 lbs. avg.....	@15
Smoked picnics, light.....	@12½
Smoked picnics, heavy.....	@12
Smoked shoulders.....	@12
Smoked bacon, boneless.....	@17½

Smoked bacon (rib in).....	@16½
Dried beef sets.....	@18
Smoked beef tongue, per lb.....	@22½
Pickled bellies, heavy.....	@12½

FRESH PORK CUTS.

Fresh pork loins, city.....	@19
Fresh pork loins, Western.....	17 @18
Fresh pork tenderloins.....	@33
Frozen pork tenderloins.....	@30
Shoulders, city.....	@15½
Shoulders, Western.....	@14½
Butts, regular.....	15½@16
Butts, boneless.....	17 @17½
Fresh hams, city.....	@16½
Fresh hams, Western.....	@15½
Fresh picnic hams.....	12½@13½

BONES, HOOFS AND HORNS.

Round shin bones, avg. 50@85 lbs. cut.....	70.00@ 80.00
Flat shin bones, avg. 40@50 lbs. cut, per 100 bones, per 2,000 lbs.....	80.00@ 65.00
Hooft, black, per ton.....	30.00@ 35.00
Thigh bones, avg. 90@95 lbs. cut, per 100 bones, per 2,000 lbs.....	90.00@ 95.00
Horns, 7½ oz. and over, steers, first quality, per ton.....	@270.00

BUTCHERS' SUNDRIES.

Fresh steer tongues.....	110@125c. a piece
Fresh cow tongues.....	70 @ 90c. a piece
Calves' heads, scalded.....	45 @ 50c. a piece
Sweetbreads, veal.....	45 @ 75c. a pair
Sweetbreads, beef.....	20 @ 25c. a pound
Calves' livers.....	@ 20c. a pound
Beef kidneys.....	@ 15c. a piece
Mutton kidneys.....	@ 3c. a piece
Livers, beef.....	@ 10c. a pound
Oxtails.....	8 @ 9c. a piece
Hearts, beef.....	6 @ 7c. a pound
Rolls, beef.....	15 @ 25c. a pound
Tenderloin beef, Western.....	27 @ 35c. a pound
Lambs' fries.....	6 @ 8c. a pair
Extra lean pork trimmings.....	15½@ 16c. a pound
Blade meat.....	@ 14c. a pound

BUTCHERS' FAT.

Ordinary shop fat.....	@ 2½
Suet, fresh and heavy.....	@ 6
Shop bones, per cwt.....	20 @25

SAUSAGE CASINGS.

Sheep, imp., wide, per bundle.....	@80
Sheep, imp., medium, per bundle.....	@60
Sheep, imp., per bundle.....	@40
Sheep, domestic, wide, per bundle.....	@70
Sheep, domestic, medium, per bundle.....	@50
Sheep, domestic, narrow med., per bundle.....	@25
Hog, American, free of salt, tes. or bbls., per lb., f. o. s. New York.....	@70
Hog, extra narrow selected, per lb.....	@70
Hog, in kegs, 1 cent over bbls. or tes....	—@—
Beef rounds, domestic, per set, f. o. b. Chicago.....	@18
Beef rounds, export, per set, f. o. b. New York.....	@23
Beef bungs, piece, f. o. b. New York.....	@18
Beef middles per set, f. o. b. New York.....	@88
Beef middles, per set, f. o. b. Chicago.....	@86
Beef weasands, per 1,000, No. 1s.....	@ 8
Beef weasands, per 1,000, No. 2s.....	@ 4½

SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	19½	21½
Pepper, Sing., black.....	12½	14½
Pepper, Penang, white.....	18½	20½
Pepper, red Zanzibar.....	17	20
Allspice.....	6	8
Cinnamon.....	16	20
Coriander.....	4½	6
Cloves.....	18	21
Gliger.....	12	15
Mace.....	70	75

SALTPETRE.

Crude.....	4½@ 5
Refined—Granulated.....	@ 5½
Crystals.....	5½@ 7
Powdered.....	@ 6

GREEN CALFSKINS.

No. 1 skins.....	@ .26
No. 2 skins.....	@ .24
No. 3 skins.....	@ .14
Branded skins.....	@ .18
Ticky skins.....	@ .18
No. 1 B. M. skins.....	@ .28
No. 2 B. M. skins.....	@ .21
No. 1, 12½-14.....	@2.70
No. 2, 12½-14.....	@2.45
No. 1 B. M., 12½-14.....	@2.45
No. 2 B. M., 12½-14.....	@2.20
No. 1 kips, 14-18.....	@2.90
No. 2 kips, 14-18.....	@2.65
No. 1 B. M. kips.....	@2.65
No. 2 B. M. kips.....	@2.40
No. 1, heavy kips, 18 and over.....	@3.80
No. 2, heavy kips, 18 and over.....	@3.55
Branded kips.....	@2.20
Heavy branded kips.....	@2.55
Ticky kips.....	@2.20
Heavy ticky kips.....	@2.55

DRESSED POULTRY.

FROZEN.

Turkeys—	
Young hens, No. 1.....	@21
Young toms, No. 1, box packed.....	@23
Old toms.....	20 @22

FRESH KILLED.

Fowl—Dry packed—	
Western boxes, 48 to 55 lbs. to doz., dry-picked, fancy.....	17 @17½
Western boxes, 36 to 42 lbs. to doz., dry-picked.....	16 @16½
Fowl—Iced—	
Western, dry-picked, 4 lbs. and over each.....	@17
Southern and S. Western, dry-picked.....	16½@17
Other Poultry—	
Old Cocks, per lb.....	@13
Squabs, prime, white, 10 lbs. to doz. per doz.....	@4.00

LIVE POULTRY.

Fowls, Western, via freight.....	@16
Old roosters, per lb.....	@11
Turkeys, hens and toms, mixed.....	@16
Ducks, per lb.....	@16
Geese, per lb., Western.....	@14
Guineas, per pair.....	@60
Pigeons, per pair.....	@25

BUTTER.

Creamery, Extras.....	@32
Creamery, Firsts.....	29 @31
Process, Extras.....	27 @27½
Process, Firsts.....	25½@26½

EGGS.

Fresh gathered, extras.....	31 @34
Fresh gathered, extra firsts.....	28 @30
Fresh gathered, firsts.....	25 @27
Fresh gathered, seconds.....	22 @24
Fresh gathered, dirties, No. 1.....	20 @20½
Fresh gathered, dirties, No. 2.....	18 @19
Fresh gathered, checks, good to fine.....	18 @19
Fresh gathered, checks, poor to fair.....	9 @17
Refrigerator firsts, season's storage, charges paid.....	23½@24½

FERTILIZER MARKETS.

BASIS, NEW YORK DELIVERY.

Bone meal, steamed, per ton.....	20.00 @20.50
Bone meal, raw, per ton.....	@27.50
Hoof meal, per unit, Chicago.....	2.50 @ 2.55
Dried blood, West, high grade, fine, f. o. b. Chicago.....	@ 2.55
Nitrate of soda—spot.....	2.55 @ 2.57½
Bone black, discard, sugar house del. New York.....	20.00 @21.00
Dried tankage, N. Y., 13@15 per cent. ammonia.....	2.65 and 10c.
Tankage, 11 and 15 p. c., f. o. b. Chicago.....	2.35 and 10c.
Garbage tankage, f. o. b. New York.....	@ 9.00
Fish scrap, dried, 11 p. c. ammonia and 15 p. c. bone phosphate, delivered, New York (nominal).....	2.65 and 10c.
Foreign fish guano, testing 13@14% ammonia and about 10% B. Phos. Lime, c. i. f. Charleston and Newport News.....	3.15 and 10c.
Wet, acidulated, 7 p. c. ammonia per ton, f. o. b. factory (35c. per unit available phos. acid).....	2.30 and 35c.
Sulphate ammonia gas, for shipment, per 100 lbs., guar., 25%.....	3.25 @ 3.27½
Sulphate ammonia gas, per 100 lbs., spot, guar., 25%.....	@ 3.30
So. Carolina phosphate rock, ground, per 2,000 lbs., f. o. b. Charleston.....	6.50 @ 7.70
So. Carolina phosphate rock, undried, f. o. b. Ashley River, per 2,240 lbs.....	3.50 @ 3.75
The same, dried.....	3.75 @ 4.00

